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**Rohit**

**Rohit.372340@2freemail.com**

**CAREER OBJECTIVE:**

* A Dynamic professional with 5+ years of experience in Sales ,Business Development and Marketing, broadly in key account management and general administration.
* Currently associated with Adam Global – Company Incorporation and Setup in UAE
* Aims to grow as professional Key Account Manager with a progressive company that provides a scope to apply my knowledge and skills.

**ACHEIVEMENTS:**

* Successfully launched advertising campaign for the 1st Chotta Cinema for International film festival of India (IIFI), Goa.
* Availed the scholarship from the government of Goa for higher studies.
* Secured 1st position in marketing competition organized by Dept. of management, Don Bosco College.
* International exposure in field of sales and marketing at Dubai.

**EXPERIENCE:**

**Business/Sales Consultant March 2017 – PRESENT**

**Adam Global - Dubai**

* Acquiring new clients and getting them on boarded on the platform.
* Managing new and existing clients and their queries.
* Ground marketing and building database for new customers
* Attending conference and Business seminars to acquire new clients.
* Tele calls assistance.
* Mass mailing to new prospects
* Inside / outside Sales
* Documentation and pro work
* Managing the Accounts of clients and managing their accounts

**Sales Manager**

**Airbnb India April 2016 – October 2016**

* Acquiring properties and getting them on boarded on the platform.
* Managing hosts and their queries.
* Ground marketing and building database.
* Tele calls assistance/ Cold calling
* Inside Sales
* Upselling/Cross selling
* Managing the Accounts
* Responsible for generating business for Airbnb by increasing sales to existing customers through personalized consultation and advise on ecommerce platform and services offered by us.
* Served more than 200 clients every month
* Generated a total sales turnover of INR 2,50,000 in 2016.
* Managed more than 300 clients and their properties

**KEY ACCOUNT MANAGER JAN 2014 – Jan 2017**

**Siyaram Engineering Industry - Goa**

* Handling all the key accounts in the Goa.
* Creating business plans for current clients and prospects.
* Playing an integral role in effective on-boarding of new clients.
* Focusing on growing and developing existing clients and generating new business.
* Communicating business relevant information and providing structured feedback to senior management.
* Resolve any issues and problems faced by customers and deal with complaints to maintain trust.
* Creating and designing monthly and quarterly business reviews.
* Managing, assigning and monitoring daily activities on shop floor.
* Ensuring completion of targets for production and fabrication.
* Demonstrated skills in organizing and managing incoming & outgoing / rejected raw material activities to ensure accuracy, completeness as well as the quality of materials from supplier’s end.
* Expertise in handling manufacturing operations of variety of goods and maintaining company internal control with Third Party end.

**Sales And Marketing Executive JUNE 2010 – JULY 2013**

**Mandovi Entertainment (An event management company)**

* Leading the sales department
* Generating sales and leads
* Conducting sales & Customer service training
* Creating and Designing Monthly & Quarterly Business reviews for channel partners
* Vendor Meeting in order to identify potential growth in their region
* Preparing Dashboards, Monthly reviews reports, Pivot tables, attendance reports
* Meeting monthly sales targets on a regular base.
* Planning, developing and managing marketing promotion activities at event management such as corporate events, movie promotions, private parties and product launches.
* Hiring, training and managing internal agency staff.
* Planning and directing all print and electronic advertising media.
* Directed creative development and production of all advertising for the events.
* Hiring and negotiating with third party advertising agencies and other necessary outside resources.

**EDUCATION:**

Goa Institute of Management

POST GRADUATE DIPLOMA IN MANAGEMENT [ Ribaner , Goa (July 2015-2017)]

Don Bosco College

GRADUATION: BACHELOR IN BUSINESS ADMINISTRATION [ Panjim ,Goa (July 2010-2013)]

**SKILLS:**

* MS OFFICE (Word, PowerPoint, Excel, and Outlook)
* Proficiency in working on operating system platform such WINDOWS, Linux (Ubuntu), MAC
* Personal Training – GYM
* Client Negotiation and Relationship

**EXTRA - CURRICULAR ACTIVITIES:**

Organized Blood donation camp at college part of corporate social responsibility club.

Took part in organizing of 02 cultural events at national level fest in the college.

**Personal Information:**

Date of Birth : 27th Jan, 1992

Gender : Male

Married Status : Single

Citizenship : Indian

Religion : Hindu

Address : Dubai, United Arab Emirates

**REFERENCES:**

Available upon request.

**DECLEARATION:**

I hereby declare that information provided is best to my knowledge and belief.

**Rohit**