****

**Rahul**

Email: - rahul.374734@2freemail.com



**Objectives**

To be a part of esteemed Organization where I can prove my ability to maximum extent and to keep the expectations of my employer alive through commitment and hard work, thereby achieving the organization’s goals.

**Summary**

* PGPM and MBA from IBS Gurgaon, ICFAI University with exposure to management and business skills, conversion of management to organizations and creation of management skills.
* Strong communication, collaboration & interpersonal skills with proficiency in grasping new business concepts quickly and utilize them in effective manner.
* Executed various academic projects.
* Abilities handling multiple priorities with a bias for action and a genuine interest in personal and professional development.

**Educational Qualification**

* PGPM from IBS Gurgaon (CGPA 7.22)
* B. Com (Hons) from Delhi University in 2015(59.96%)
* 12thfrom CBSE in 2010 (62%)
* 10thfrom CBSE in 2008 (64%)

**Employment History**

**1. Experience:**

|  |  |  |
| --- | --- | --- |
| Tenure | : | June 2015 –May 2017 |
| Organization | : | UV Exports |
| Designation | : | Sales Executive |
| Location | : |  Delhi - India |

**Job Profile**

* Handling all operations from sales to after sales service in UV Exports.
* Dealer management-scheme communication, Booking Orders, collection, issue solving.
* Conducting meetings and other promotional activities.

**2. Experience**

|  |  |  |
| --- | --- | --- |
| Tenure | : | July 2017 –Oct 2017 |
| Organization | : | Toppr.com |
| Designation | : | Direct Sales Executive |
| Location | : |  Delhi - India |

**Job Profiles**

* Contribution towards achieving Sales Target of the region & implementing sales promotional strategies of that particular region.
* Cold calling on given database and setup meeting at student’s place.
* Visit and arrange demonstration activities to customer’s places.
* Preparing plan and carry out extensive analysis on the assigned markets, meet students and nurture the accounts with a goal of student enrolment on our program.
* Implementing feedback received on training program and co-coordinating with the training division for improvisation.

**Summer Internship at IBS Gurgaon (14 weeks)**

* **Company:** Wone Management System Pvt. Ltd.
* **Project Title:** “A Study of logistic industry and generating business for Wone management liveproject Futuretrucks.in”
* **Project Area:** Marketing and Research
* **Project Synopsis:** Project is related to the study the logistic industry of the India. Customersatisfactions and competitor analysis in logistic industry.
* **Duration:** 14 weeks.

**Computer Proficiency:**

* **OS:** Windows 2000, XP, windows 7, window 8, window 10
* **Packages:** MS Word, MS Excel, MS PowerPoint**.**

**Professional Skills:**

* Creative and Innovative.
* Quick leaner.
* Leadership.
* Self-confident, Positive Attitude.
* Ability to handle pressure.
* Responsible towards work.

**Hobbies:**

* Playing Cricket
* Watching sports
* Travelling

**Awards/Achievements:**

* Member of the winning team of the cricket tournament held at IBS Gurgaon,2015.
* Selected in the Republic day Parade at Rajpath,2008.
* Member of the winning team of the cricket tournament held at High school zone level, 2008.

**Languages Known:**

* English
* Hindi

**Personal Details**

* Date of Birth : Male
* Marital Status : Single
* Nationality : Indian
* Visa Status : Visit Visa

**Declaration**

 I hereby declare that the above-mentioned information is correct to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars

Thank You

Yours truly

Rahul