

**E-Mail:** **gulfjobseeker-393079@2freemail.com**

“Experienced in managing sales and developing strategies to enhance the output and increase profitability of the company in **Sales and Marketing / Business Development”**

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| **CORE COMPETENCIES** * Sales & Marketing
* Planning marketing activity
* Lead Generation
* P&L Management
* Key Account Management
* New Client Acquisition
* Customer service

**ACADEMICS QUALIFICATION*** PGDM in Marketing & Operation from IIMS,Pune in 2018, 68%.
* B.E in Civil Engineering from R.G.T.U,Bhopal in 2016, 76%.
* HSC from Kendriya Vidhyalaya No-3,Bhopal in 2012, 58%.
* SSC from Kendriya Vidhyalaya No-3,Bhopal in 2010, 72%.

 |  | **PROFILE SUMMARY** Young energetic result oriented professional with comprehensive experience in Sales & Marketing. Proven skills in enhancing overall Operation, Customer Satisfaction & Meeting Targets well versed with efficiently handling all activities involving planning, business development, team building and coordination with internal departments.  * 1.5+ years of experience in Marketing & Sales.
* Performed multiple role involved in business development including presales, tele sales, sales, channel sales, marketing, lead generation, CRM, customer services.
* Hands-on experience in exploring & developing new markets, identifying customers, promoting brands, accelerating growth and achieving desired sales goals.
* Proven skills in achieving / exceeding targets, opening new & profitable product/services markets and setting up business operations in untapped markets.
* Managing sales and marketing operations and ensuring brand positioning through different marketing strategies.
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**PROFESSIONAL EXPERIENCE**

**Dubai | Business Development Manager | Dec 18 to Jul 19 | 7 Month**

* Responsible for Real Estate Investment and Property Sales to NRIs back in India.
* Key account management of existing clients and providing financial solution to set a portfolio.
* Identifying prospective client and business development.
* Streamlining efforts for attaining goals/ objectives and maintaining customer database to improve reporting & customer service.
* Accountable for conducting marketing planning, business acquisition, driving transactions and managing end-to-end client relationship including pitching, negotiation, revenue generation and increase profitability.
* Maintaining FTTR, Met percentage, interaction to keep input matrix high.
* Establishing personal relation with developers and corporate partners.

 **Sales Executive | Nov 17 to Nov 18 | 12 Month**

* Tele calling to funnel out prospect site visits.
* Market survey and Conducting competitor analysis by keeping abstract of market trends.
* Giving product presentation on exhibitions or public platform to generate leads.
* Developing relation with channel partners and establish tie ups in between.
* Sales pitch to the clients on site and objection handling.
* Negotiation on follow up and closing deal.
* Post sales service, in coordination with CRM & other internal departments.
* Managing sales and marketing operations and ensuring accomplishment of set business targets.
* Evolving market segmentation and developing segmentation strategies to achieve desired targets.

**TECHNICAL SKILLS**

* Microsoft Office (Word, Powerpoint, Excel)
* Photoshop , CorelDraw(Basic)
* Digital Marketing
* AUTO CAD (Basic Knowledge)

**PROFESSIONAL CERTIFICATES**

* Attended the one week Ecole Solitaire Finishing School Program by Internationally acclaimed and India’s leading motivational speaker and success coach Mr. Minocher Patel, Founder Director Ecole Solitaire.
* Digital Marketing (Workshop certified by Optimized InfoTech).
* Two month internship on “Effect on sales strategy in Pune real estate market due to external environment” at Pearl Quest Associates Pvt Ltd, Pune.
* Attended a month of AUTO CAD workshop at Sagar Institute of Research Technology and science.
* One month of internship on “Synchronisation in building construction” at AIIMS Bureau of engineering unit,Bhopal.
* One month of internship with Capital project administration,Bhopal-“the study of quality survey of construction material and quantity estimation”.

**SOCIAL PROJETCS**

* Conducted Doctors Cricket League in tie up with Ruby Hall Clinic at High Mont sports venue, Pune.
* 3 Day awareness program at primary private school at Marunji regarding swach bharat abhiyan and freedom fighters of nation.
* Participated in cleaning campaign “Swachh Bharat Abhiyan” conducted by Rotract Club, Pune.
* Participated in Blood Donation Camp in Sai Balaji Education Society, Pune.

**PERSONAL DETAILS**

Date of Birth: 27th September 1994

Permanent Address: Bhopal , Madhya Pradesh, India - 462043

Visa Status: Employement Visa

Visa Valid : 1st January 2021

Languages Known: English, Hindi, and Japanese(Basic)