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**OVERVIEW:**

A creative and enthusiastic individual, with strong communication skills, marketing and selling experience, always yearning to understand the customer, and building and sustaining relationships. Recognized as a high performing salesman. Avid actor in plays.

**PROFESSIONAL EXPERIENCE:**

**Industry: Label manufacturing of clothing**

**Project Manager (January 2017- Current)**

* Dealing with Overseas clients on mails regarding the labels.
* Providing rates of labels to clients.
* Constant follow up with our production team for the labels to be manufactured

**Freight Mantra Pvt. Ltd. Gurgaon, India**

**Senior Shipping Consultant (Inside Sales) (September 2015 – November 2016)**

* We have an online portal with a name of “ShippingExchnage.com”
* We help the Importers/Exporters to get best rates.
* My Work is to close the Deals.
* Putting mails to the Shipping Lines for Rates
* Arranging Meetings with Shipping Lines to get them on board.

**American Express, Gurgaon, India**

**Sales Manager (September 2014 –September 2015)**

* Working on selected leads from the sales funnel –scheduled meetings with clients and presented B2B cards’ products to clients, and ensuring due diligence is undertaken to close deal
* Recognized as **Consistent Performer** in successive months (November and December 2014)

**Nest Keys Infratech Pvt. Ltd. New Delhi, India**

**Sales Executive (May 2014 – September 2014)**

* Start-up firm with ten employees, focusing on needs-based property solutions
* Built sales funnel – researched, cold calling, generatedleads
* Built customer base – scheduled and met with clients, followed up with clients for due diligence activities

**HCL Infosys, New Delhi, India**

**Marketing Executive Internship (June 2012 – August 2012)**

* Internship: Overachieved sales targets – sold 40 Laptops and 100 LED Screens at Amity International School, New Delhi, India

**EDUCATION:
IIPM, New Delhi, India**

**MBA, specialization inMarketing (August 2012 – December 2014)**

* **Thesis**: Marketing Research in Healthcare in New Delhi, India
* Research focused on customer experience of patient, treatment experience of patient and equipment, and analysis of technology used (compared to market trends and competitor analysis)
* Conducted face to face interviews with Doctors of large hospitals and Doctors running their own Nursing Home
* **Summer Project**: Comparative Analysis of Reebok v/s Nike in New Delhi, India
* Analyzed and reported on brands worn by target group (18-25yrs, Males, New Delhi)
* Conducted a questionnaire survey of individuals wearing both brands

**GNDU, Amritsar, India**

**Bachelors in Business Administration (July 2008– June 2011)**

**St. Xavier School, New Delhi, India(July 1996 – June 2008)**

**Schooling from Grade 1 – 12 (focus on Commerce in Grades 11& 12)**

**EXTRACURRICULARS:**

* Part of organizing committee for AmazeStudent Cultural Festival in IIPM (October 2012, New Delhi, India)
* Awarded 2ndplace in OasisIntra College Play competition in JIMS (November 2008, New Delhi, India)
* Following sports, listening to music, reading novels, traveling and playing the guitar.