**SAURABH CHATURVEDI**

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*Aspiring to seek challenging top level assignments with a reputed organization, where I can add tangible value to the firm and achieve this by constantly updating my domain knowledge both on and off the job*

Meticulous, self-motivated, team-oriented post graduate with MBA (Marketing) from MDSU is looking for competitive position in any reputed organization

* Expertise in **Business Development, Sales & Marketing, Branding & Promotion, Marketing Operations, etc.**
* Well Versed with **Team Management, Client Engagement, Marketing Management**
* Excellent knowledge of managing business relationships and knack of understanding corporate requirements
* Proficient in performing and excelling under demanding work conditions, interests lie in a career path with heavy analytical duties and responsibilities
* Solutions focused, Proactive and Industrious professional with ability to work in both independent and collaborative work milieus
* Proficiency in analyzing the business needs, finding out the business problems and proposing solutions for the same. Leverage analysis and business insights to drive organizational improvements and best practices
* Expert in the identification, analysis, and resolution of diverse operational issues, continuously maintaining top performance while offering superior programs/services
* Highly articulate, adaptability to situations, self-confidence, demonstrating exceptional relationship building, communication, decision making, analytical and interpersonal skills, leadership skills, can work easily in a diverse culture and handle them

**COMPETENCY MATRIX**

* Competitive Intelligence
* People Management
* Customer Relationship Management
* Strong Negotiation Skills
* Intellectual Concept
* Brand Management

**CAREER CONTOUR**

**Currently Working as Area Sales Manager in OPCL (Orilite) in Ajmer since Aug. 2018**

**Job description**

* Create the channel for the company and take care the dealers and increase the market share of the company.
* Demand Generation.
* Lead Generation.
* Handling dealers Network.
* Handling Architect builder contractor.
* Manage complaints/lead/Inventory.
* Handling the team of 8 Executives 15 distributors with 4 districts and fulfill the target with the help of team.

**FST in Idea Cellular Ltd in Ajmer since July 2015-July 2018**

**Job description**

* Handling team of Promoter, and fulfill all targets with the help of team.
* New employee handholding and distributor management and training.
* Work in the field on grass root level and increase the company market share.
* Managing BTL activity Branding and promotion activity in the zone as per circle office guidance.
* Maintain the brand management, branding, customer retention, business growth strategy and new customer identification strategy in the zone.
* Providing the leadership, motivation, direction, and support to field sales people in the zone.

**Development Officer at LIC from June 2013- May 2015**

**Job description**

* Recruitment of financial Advisor and train them.
* Team handling and getting business through team and complete targets.
* Selling of Life Insurance Product with the help of team and revenue generation..
* Involvement in various activities including sales, advertising, marketing
* Capable to forecast and plan accordingly to raise the revenue
* Adroit with good team management skills

**Business Development Executive at Infocom Network Ltd (tradeindia.com), Jaipur from July 2012-May 2013**

**Job description**

* Approaching exporter & Manufacturer for Internet Marketing Product .
* Educate the client with the associating of tradeindia .com.
* Responsible for acquire new business and achieve sales target.
* Effective at handling client meetings
* Expertise in Business Development

**SUMMER TRAININGS**

* At H.U.L, Jaipur for 45 days
* At H.M.T, Ajmer for 30 days

**SCHOLASTICS**

* MBA (Marketing) from M.D.S. University in 2012
* BBA (International Marketing) from M.D.S University in 2009

**EXTRAMURAL ACCOLADES**

* “A” certificate of NCC
* 1st place in Debate, Group Discussion and Creative Writing in College
* Lead 2raj Naval (NCC) unit on National Level Camp

**PERSONAL DOSSIER**

* Linguistic Proficiency : English and Hindi
* Hobbies : Horse Riding and Reading Hindi (lit) books

(Saurabh Chaturvedi)

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