**CURRICULUM – VITAE**

775, Sector-10, H.B.C.

Faridabad, Haryana – 121006

Mob. : 9899870110(M), 9899591081(R)

Email: [chandak.jiten@gmail.com](mailto:chandak.jiten@gmail.com)

**LinkedIn:** [in.linkedin.com/in/jitenchandak](http://in.linkedin.com/in/jitenchandak/" \o "View public profile)/

**Jiten Chandak**

# Objective:-

Nearly 6 years work experience; Seeking Managerial assignments in Corporate Marketing or Corporate Sales; or Consultant role with a growth oriented organization.

# Strengths:-

* Innovative & Creative
* Self motivated, deliberate thinker and of firm conviction
* Team Player, Self learner

# Professional Synopsis:

* **MBA in Marketing** from **IMT Ghaziabad** with nearly 6years of rich experience in Pre sales activities, Lead Generation, Corporate tieups/Corporate Sales.
* Cross-Selling and Client Servicing.
* Creating Relationships with Top Management level of prospects.
* Nearly **4 years** of work experience specifically in Corporate Sales/Marketing.
* Offline and Online marketing activities, self and including vendor management.
* Strong analytical, Problem solving & organizational abilities.

# Work Experience:-

* **NIIT Imperia (Part of NIIT Limited),** New Delhi (July, 2013 – Till Date)

Title : Sr. Executive-Business Development

Key Responsible Areas / Job Profile:

* **Business Development- Executive Management/Functional Programs from Top B-Schools in India.**
* **Corporate Tie Ups / Corporate Sales**
* **Client Servicing**
* **End-to-End Sales and delivery and coordination**
* **Program content designing as per clients’s requirement.**
* **Performing Marketing Activities for lead generation**
* Mailer Campaigns
* Bulk SMS’s
* Finding the right medium of promotion for the project

**Achievements**:

* Generated biggest ever business from North India region, from a single deal, by bringing in an Automotive Giant as a corporate client for NIIT Imperia.
* **CresTech Software Systems Pvt. Ltd.(Software QA Services),**

Noida (August,2010 – 5th July 2013)

Title: Sr. Marketing Associate (Business Development)

Key Responsible Areas / Job Profile:

* Creating Relationships with Top Management of prospects through Cold Calling and Relationship Calls
* Interaction with CXO level prospects.
* End to end process to review client's information and requirements.
* Map out marketing programs and lead generation plans in alignment with goals and revenue targets.
* Data generation, Lead generation and clients handling.
* Tracking with Sales team until the final closure of business.
* Driving marketing effort for Delhi/NCR and Bangalore, Online Ads, Webinars, content-driven programs and more.
* Build operational flow throughout Lead lifecycle.
* Managing Media and Advertising Relations
* Development of weekly & Monthly marketing reports and quarterly marketing plans.
* Acquaint with Sales Force & DBMS
* End to End Marketing Activities
* Mailer Campaigns, SEO co-ordination
* Website Updating
* Conducting webinars
* Taking part in various Business Meets/Seminars.
* Training New Marketing Research Interns
* Designing marketing materials
* Finding the right medium of promotion for the project

**Achievements:**

* Added enterprise accounts like- GE Energy, Genpact, GE Healthcare, Jubilant Lifesciences, American Express, Bird Information Technology (Part of BIRD Group) and many more.
* Got two appraisals in salary and a designation hike.
* **Max Bupa Health Insurance Company Ltd.,** New Delhi (Feb,2010 – July,2010)

Title: Sr. Inside Sales Executive

Health Insurance

* **ATS Services Pvt. Ltd.,** New Delhi (October,2008 – Jan,2010)

Title: Inside Sales Executive

Royal Sundaram Health Insurance

# LinkedIn Recommendations:-

##### [**Nidhi Srinivas**](http://www.linkedin.com/profile/view?id=85643975&authToken=6-Tz)

###### Technical Writer (Freelance)

Jiten is a keen professional who always shows interest and dedication in learning new tasks. This remarkable quality has inculcated diverse field knowledge in him. His perseverance and go getter attitude sets him apart from the rest and makes him handle any sort of challenge with ease.

*June 4, 2012, Nidhi worked with Jiten at CresTech Software Systems Pvt. Ltd.*

##### [**Manasa Tiwari**](http://www.linkedin.com/profile/view?id=5731162&authToken=2B5Z)

###### BDM at CresTech Software Systems Pvt. Ltd

Jiten is a Bee's knees at work. He is a continuous learner with great appetite for knowledge. He continuously analyses his work and keeps discovering & inventing new ways of doing things better in a more efficient and productive way. His ability to drill deeper into the problem in hand and cracking through it is simply amazing. He has added incredible amount of value to my team. I am sure he will climb very fast in his career and I wish him all the best....

# Academic Qualification:

|  |  |  |  |
| --- | --- | --- | --- |
| **Course** | **University** | **Year** | **Aggregate %age** |
| MBA\PGDM | IMT CDL Ghaziabad | 2012-2014 | June |
| BCA | IGNOU | 2009-2012 | 61.8 |
| AISSCE(12th) | CBSE (St. John’s Sr. Sec. School, Faridabad) | 2008 | 76.2 |
| AISSE(10th) | CBSE (St. Thomas Sr. Sec. School, Faridabad) | 2006 | 74.6 |

* Participated in NIIT@School program and
* Got EXCELLENT grade under the Group C (level 1/level 2/level 3) curriculum during the academic year 2003-2004.
* Got GOOD grade under the Group D (level 1 /level 2 ) during the academic year 2004-2005.

# Technical Expertise:-

* Understanding of different stages and working of Software engineering, SDLC.
* Understanding of different types of desktop and web-based applications/products/portals.
* Well versed with MS Excel, Word, PowerPoint, HTML, MSAccess & DBMS.
* Very good at Google-search and finding required information via internet.

# Personal Details:-

Father’s Name : Late Shri Ramesh Chandak

Date of Birth : 06 May, 1990

Marital Status : Single

Nationality : Indian

Sex : Male

Language Known : Hindi & English

Hobbies : Net Surfing, Sketching, Playing Chess, Poetry, Social Networking

# Declaration:

I hereby declare that the above mentioned information is correct and I bear responsibility for the correctness of the above mentioned particulars.

Date:-

Place :-  **(Jiten Chandak)**