

RAHUL GOELFeatured Resume

Management Trainee-Sales seeking roles in Sales,Marketing,Business Development,Key Account Management,Channel Sales,Strategic Planning,Product Promotions,Revenue Generation,Sales Strategy,Market Research,Brand Management,Client Servicing

Current Designation: Management Trainee (Sales & Marketing)

Current Company: Bharti AXA General Insurance

Current Location: Bhavnagar

Pref. Location: Delhi / NCR,Gurgaon,Mumbai

Functional Area: Sales / BD

Role: Area Sales Manager

Industry: Internet/Ecommerce

Marital Status: Single/unmarried

Total Experience: 2 Year(s) 0 Month(s)

Notice Period: 15 Days or less

Highest Degree: MBA/PGDM [Marketing]

Key Skills: Management Trainee-Sales,Area Sales Manager,Sales,Marketing,Business Development,Key Account Management,Channel Sales,Strategic Planning,Product Promotions,Revenue Generation,Sales Strategy,Market Research,Brand Management,Client Servicing

Verified : Phone Number | Email - id

ID: 4dc10749636ab1b350Last Active: 18-Sep-20Last Modified: 18-Sep-20

[Jump to Section](#)[Work Experience](#) | [Education](#) | [IT Skills](#) | [Projects](#) | [Work Authorization](#)

Summary

Success-driven professional with 2+ years of experience including several major internship roles in the domain of Marketing, Sales, B2B, B2C, Market Research, and Digital Marketing

Work Experience

Bharti AXA General Insurance as Management Trainee (Sales & Marketing)

Jun 2020 to Till Date

Work with management to develop and implement a business development strategy for a defined territory

Coordinate with management and clients to identify business development opportunities with existing and new clients

To closely manage mapped Bank channels to design sales strategies, distribution of new products, processes and execute integrated B2B marketing strategies

Develop quotes and proposals for clients

Guide, train, and motivate the sales team to meet or exceed the sales performance targets

Collaborate with cross-functional teams to improve service experience

Conduct market competitive analysis to develop roadmap and sales strategy to secure new business

Participate in meetings to report business prospect and status updates to management and clients

Work with the team to achieve short and long term revenue and profit growth.

Update and maintain customer information databases on a regular basis

SANBERG GLOBAL MACHINES PVT. LTD. as Business Development Associate

May 2017 to May 2018

Coordinated with internal teams to develop and implement new marketing and sales strategies

Obtained contact information of potential customers through cold calling, internet research, and emailing

Identified and qualified new customers based on the company's business model and guidelines

Initiated and built relationships with customers through phone, marketing mailer campaigns, in-person contacts, and presentations

Maintained a database of potential customer's contact numbers and emails

Assisted the business development team in creating a business plan, business model, project budget, and scope of work

Worked closely with the internal team to deliver business services with a high level of customer satisfaction

Assisted in achieving targeted revenues from current and new customers

[^ Back to Top](#)

Education

UG: B.Tech/B.E. (Computers) from Uttar Pradesh Technical University (UPTU) in 2017

PG: MBA/PGDM (Marketing) from Jaipuria Institute of Management (JIMS) in 2020

Other Qualifications/Certifications/Programs:

Leadership Through Marketing, Social Influence, Leadership Communication from Northwestern University

High Performance Collaboration: Leadership, Teamwork, and Negotiation from Northwestern University

Brand Management: Aligning Business, Brand and Behaviour from University of London

[^ Back to Top](#)

IT Skills

| Skill Name | Version Last Used | Experience |
|---|-------------------|----------------------|
| Microsoft word, Power point, Excel | 2020 | 4 Year(s) 5 Month(s) |
| Outlook, Office 365 | 2020 | 3 Year(s) 0 Month(s) |
| SEO, SEM | 2020 | 2 Year(s) |
| Windows 7,8.1,10,XP,Vista | 2020 | 4 Year(s) 0 Month(s) |
| ubuntu, kali linux | 2020 | 3 Year(s) 0 Month(s) |
| Slack, Google Trends, Google Adwords | 2020 | 2 Year(s) 0 Month(s) |
| MS Office 365, LinkedIn Sales Navigator | 2020 | 1 Year(s) 6 Month(s) |

[^ Back to Top](#)

Languages Known

| Language | Proficiency | Read | Write | Speak |
|----------|-------------|------|-------|-------|
| ENGLISH | Expert | | | |

HINDI Expert

[^ Back to Top](#)

Projects

Project Title: Factors Affecting Buying Behavior Of Retailer, Study With Respect To Kara Wipes Of Future Consumer L

Client: FUTURE CONSUMER LTD

Nature of Employment: Full Time

Duration: Apr 2019 - Jun 2019

Onsite / Offsite: Offsite

Project Details: Factors Affecting Buying Behavior Of Retailer, Study With Respect To Kara Wipes Of Future Consumer Ltd. In Ludhiana City

Project Title: In Out Vision System In Hostel

Client: College project AKGEC

Nature of Employment: Full Time

Project Location: Ghaziabad

Role: Other

Duration: Aug 2016 - Apr 2017

Onsite / Offsite: Onsite

Team Size: 3

Skill Used: Matlab

Project Details: In Out Vision Monitoring System In Hostel

Project Title: VLAN

Client: NIIT

Nature of Employment: Full Time

Duration: Dec 2015 - Jan 2016

Onsite / Offsite: Onsite

Team Size: 1

Project Details: IT IS ABOUT IMPLEMENTATION OF VLAN

Project Title: Business Analytics

Client: HCL CDC

Nature of Employment: Full Time

Duration: May 2015 - Aug 2015

Onsite / Offsite: Onsite

Team Size: 10

Project Details: Project is based on technology big data and hadoop