

# Resume

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**Name** - Pramod C Chaudhary

**Age** - 28

**D.O.B** – 10 January 1990

**Current Address** - 204, Shreenath Sai Darshan, Dattpada Road, Near Welcome Hotel, Borivali East, Mumbai-400066

**Permanent Address** - Chaudhary Vas, Village Vatera, Tahsil Pindwara, Dist. Sirohi, Rajasthan-307024

**Contact Details** – +919833419943

**Email Id** – pramod10raj@gmail.com

**Language Known** – English /Hindi/Gujarati & Marwari.

**Nationality** - Indian

**Passport Details:** -

- Passport No.- M6911790
- Issued at – Jodhpur (Rajasthan)
- Issue Date – March 2015
- Expiry Date – February 2025

**Objectives** – To apply my knowledge and skill set on the relevant work area and increase my throughput.

To become an efficient Business Manager by working with the given resources by the management and providing the output as desired by them.

To understand current market dynamics related to my given work area and be aware of the implications and long-term results.

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**Hobbies** – Travelling, Reading books on Management

**Personal Interest** – Reading the News Paper, Study on market Research for analyzing the customer vies and their purchasing pattern as well as their buying power, Focus on the new trend in the market.

➤ **Educational Qualification:**

Class/Degree	Board/University	Year of passing
PGDM (Marketing/Logistics)	G.B.S – AICTE – (Hyderabad)	2013
BBA (MKT)	N.I.M –VNSGU – (Surat)	2011
XII	G.H.S.E.B - (Surat)	2008
X	G.S.E.B - (Surat)	2006

➤ **Achievements:**

- Summer internship in Hyundai Motors for 3 months on Marketing filed during my final year of graduation in 2011, Surat-Gujarat.
- Summer Internship in NGO for 2 months (Smile Foundation & Sampurna) during my 1<sup>st</sup> year of post-graduation in 2012, Hyderabad-Andhra Pradesh.
- Winter internship in Honda Motors for 2 months on Customer satisfaction service department during my final year of post-graduation in 2013, Surat-Gujarat.

➤ **Total Work Experience: (Total work experience = 5 Year & 5 Months)**

- Company Name – HP India Sales Pvt Ltd (21<sup>st</sup> Sept 2018 to Till Date) 5 Months
- Position – Key Account Manager
- Roles & Responsibilities
  - Handling SME accounts & Respective Channel Partners of the HP as per assigned to us.

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- Active market intelligence, both for offline markets – retail trade and online markets, maintained.
  - Presentation of the Sales figure according to the category wise, compare the sales figure based on the previous years and months.
  - Liquidate the unsold stock as well as promote the new product to the customer.
  - Co-ordinate with pricing team & Product team for the sales closer.
  - Generate lead through cold call & with proper appointment & meeting with the customer.
  - Increase the business of HP laptop/Desktop & Accessories with the help of Respective channel partner.
  - Attend the Press Conference & Seminar of the newly product launch.
  - Follow-up with channel Partner & Service team for proper smooth process.
  - Handling Customer query & solve the customer complain & any kind of documentation process.
  - Check the stock availability & Get the information of newly product launch.
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- Company Name – Vijay Sales (1st Nov 2017 to 14<sup>th</sup> Sept 2018) 11 Months
  - Position – Sr. Corporate Sales Executive
  - Roles & Responsibilities:
    - Pan India, as assigned by the management. Achieving the monthly Target
    - Out ling the Specific Product Categories for the month that have to be focused on and classifying the products in that category which are to be Sold out through the corporate market sales.
    - Co-coordinating with the product teams as per product category to source Require products, reorder products as per Order levels, and provide market requirements intelligence to the Product teams.
    - Active market intelligence, both for offline markets – retail trade and online markets, maintained.
    - Follow-up with the Brand persons/auth. BDM's for product order, delivery status and customer complaints on product quality.

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- Generating new customers by Cold calling, using referencing from existing Corporate Clients, Mailing and following up for Closure.
  - By Focusing on Selected Corporate Companies as per Sector – manufacturing, Pharma, Media etc, to increase data base and inquiries.
  - Maintaining the Existing Client base by providing Products as per the set requirement and clearing the outstanding payments.
  - Presentation of the Sales figure according to the category wise, compare the sales figure based on the previous years and months.
  - Liquidate the unsold stock as well as promote the new product to the customer.
  - Team Handling of 5 People.
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- Company Name – Vijay Sales (19 March 2014 to 25 August,2017) 3 Year, 5 Months Experience
  - Position – Sr. Corporate Sales Executive
  - Roles & Responsibilities:
    - Achieving the monthly Target Pan India, as assigned by the management.
    - Out ling the Specific Product Categories for the month that have to be focused on and classifying the products in that category which are to be Sold out through the corporate market sales.
    - Co-coordinating with the product teams as per product category to source Require products, reorder products as per Order levels, and provide market requirements intelligence to the Product teams.
    - Active market intelligence, both for offline markets – retail trade and online markets, maintained.
    - Follow-up with the Brand persons/auth. BDM's for product order, delivery status and customer complaints on product quality.
    - Generating new customers by Cold calling, using referencing from existing Corporate Clients, Mailing and following up for Closure.
    - By Focusing on Selected Corporate Companies as per Sector – manufacturing, Pharma, Media etc, to increase data base and inquiries.
    - Maintaining the Existing Client base by providing Products as per the set requirement and clearing the outstanding payments.
    - Presentation of the Sales figure according to the category wise, compare the sales figure based on the previous years and months.

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- Liquidate the unsold stock as well as promote the new product to the customer.
- Team Handling of 5 People.
  
- Company Name – Quikr India Pvt Ltd. (17 June 2013 to 5 February 2014) 8 Month Experience
- Position – Relationship Officer
- Rolls & Responsibilities:
  - a) Target all the SME's, corporate clients & small retail shop across the entire category.
  - b) Generate business for the company through selling online space, Banner ads, and Google ad words.
  - c) Make the cold call & generate the lead from the target customer and convert in to sale.
  - d) Also follow up with customer those who are in pipeline & wanted to buy the product in the later stage.
  - e) Make the co-ordination with CRM team and Service team.
  - f) Co-ordinate with tele sales team, make the visit of the client, those who are showing interest to buy the product.
  - g) Report to the Daily/Weekly & Monthly sales report as well as follow up report to the Area Sales Manager and Regional Sales Head.
  - h) Achieve the maximum target and get rewards weekly basis on the special offer day.
  - i) Target the client in Mumbai, Thane & Navi Mumbai.
  - j) Presentation of the Quarterly sales figure.

➤ **Declaration:**

**I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.**

**PLACE: Mumbai**

**DATE: 22/02/2019**

**(Pramod Chaudhary)**