**Pawan**

Mobile: 8802578767 Email: amangoswami\_1987@rediffmail.com

**Career Summary**

Intended to work with leading corporate in dynamic and creative environment with synergic effect and to explore my full potential by bringing business to the organization.

Team player with the ability to build and maintain business relationships with decision makers and influencers, taking up challenging issues which demands strong communication and analytical skills.

**Career Path**

|  |  |  |
| --- | --- | --- |
| **Designation** | **Organization** | **Period (From –To)** |
| Business Development Executive | ING Vysya Bank.Ltd | Dec-2013 to March-2015 |
| Business Development Executive | Axis Bank.Ltd | June 2013 to Dec-2013 |
| Sr.Sales Executive | Tikona Digital Networks | Dec2009 to June 2013 |

**Core Competencies**

|  |  |
| --- | --- |
| * Leadership * Business Development * Relationship Management * Team Building and Supervision * Interpersonal and Analytical Skills * Implementing sales promotional activities as a part of Events/ brand building/ market development effort. | * Strong Business acumen * Channel Development & Management * Strong Negotiation Skills * Good Time Management * Proven and successful track record in Business Development |

**Key Responsibilities**

* Formulating & implementing strategies / policies and reaching out to unexplored market segments /customer groups for business expansion.
* Developing new sales channels to expand product reach in the market and managing & supporting existing sales channels to reach targeted results.
* Maintain a close relation with customer’s/Partner’s key accounts, and assisting them to fix up their concerns/problems with the best available solutions in the industry and ensuring that their objectives are met as per their requirements.
* Managing operations for selling of telecom products and preparing MIS reports to provide feedback to management.
* Experience Handling Internet Solution in Gurgaon Region India

**Academic Credentials**

B.A from Maharishi Dayanand University, Rohtak

**Personal Dossier**

**Name**  Pawan **Notice Period** 15 days

**DOB** 27-08-1987 **Employment Status** Permanent

**Reference** will be furnished upon request

I hereby confirm that the above provided details about me are true.

**DATE SIGNATURE**

**PLACE Pawan**