**SURENDRA GIRI**

**Mobile : +91- 8197666450**

**Email-** [**surendragiri78@yahoo.in**](mailto:surendragiri78@yahoo.in)

**Email- girisurendra@outlook.com**

**CAREER OBJECTIVE**

Seeking assignments in Sales & Marketing /Business Development/ Channel Management with an organization of repute. To create an individual identity & a brand image of my own in corporate world where I can enjoy challenges working with a highly motivated group of professionals which tends to the improvement of the organization and myself.

**PROFESSIONAL EXPERIENCE**

**Hiren Wahen Marketing Solutions Pvt Ltd. july 2015 –Dec15**

**Business Development Manager**

**Accountabilities:**

* **Responsible for developing executing the business development plan.**
* **Act as a key member of sales team.**
* **Develop the annual business development plan that reflects the right balance.**
* **To provide feedback on potential sales & operating issues to the management.**
* **Managing sales and marketing operations, ensuring accomplishment of set business targets.**
* **Analyzing latest marketing trends and t racking competitors’ activities and providing valuable inputs for fine tuning sales & marketing strategies.**
* **Entertaining with Channel partners with the all various Developers.**
* **Participate in CREDAI BENGALORE – Responsible to assist and guide the clients for different projects as well as manage the stall and manage the client’s database.**
* **Making different Investment and Marketing Advertisement for the promotional activity.**
* **Handling property advertisement campaigns.**
* **Monitoring the team of my project and handling negotiation part with the prospective customers.**
* **Creating new client base with the coordination of brokers.**

**Property World Info Pvt Ltd. Since January 2010 - July 2015**

**Asst. Sales & Marketing Manager - Corporate Services & Investment**

**Accountabilities:**

* Handling various projects of different developers/builders to find out prospective clients for Residential properties such as ;

**Residential-** **Sraddha Lakefront, White cliff, Chariyappa constellation, keerthi Heights etc.**

* **Participate in CREDAI BENGALORE – Responsible to assist and guide the clients for different projects as well as manage the stall and manage the client’s database.**
* **Making different Investment and Marketing Advertisement for the promotional activity.**
* **Assisting clients in visiting, inspecting and advising them for buying Residential investment schemes as per their preferences and requirements.**
* **Managing sales and marketing operations, ensuring accomplishment of set business targets.**
* **Handling property advertisement campaigns.**
* **Monitoring the team of my project and handling negotiation part with the prospective customers.**
* **Ensuring timely collection of brokerage after the successful conclusion of a sale.**
* **Build up relationship with Developers and Excavate New projects from them.**
* **Creating new client base with the coordination of brokers.**
* **Assisting clients in visiting, inspecting and advising them for buying Residential investment schemes as per their preferences and requirements.**
* **To provide feedback on potential sales & operating issues to the management.**

**Emphasis Hp, Bangalore January 2009 - December 2009**

**Team Leader – Costumer Support .**

**Accountabilities:**

1) Project- Bharti Airtel

2) Worked as a BPO Team Leader execution and Customer Support. To provide the solution towards operating issues.

3) Monitoring the team on the work floor and take the responsibility of quality.

**SCHOLASTICS**

**2012 B.B.A** in Accounts secured **68%**

**2009 B.H.S.E** in Arts secured **50%**

**2007 B.S.E.** in General secured **57**%

**IT SKILLS**

* Programming language: Fundamental of C, C++.
* Operating System : MS DOS, Windows XP/7/8.
* Software : MS Office
* Other skill : Adobe Photoshop

**PROFESSIONAL ATTAINMENT**

* **Project Title:** Two months training with **VKC Developer**

**Project Description:**Work in Customer support, handling the customer queries and Promotional Activities and do the other entire department related work.

* **Project Title:** One month’s training in veracious builder

**Project Description:** Work in direct interact with the clients, handling the customer inquiry about the properties and participate with property expo in Bangalore etc.

**ACHIEVEMENTS**

* Reached and doubled my targets during Internship with Property World Info Pvt Ltd.
* Best assignments with reward and Gift

**EXTRACURRICULAR ACHIEVEMENTS ~**

* Participate in Stage Drama & Acting
* Represented the PLACEMENT CELL CO-ORDINATOR in our institute.
* Won reward as a group in Rs. 5000 VENTURE (organized by veracious builder)

**INTERSTS**

* Communicate with People
* Surfing Internet
* I love motorcycling a lot and often go out for long hikes
* Good decision making and analytical skills.
* Hard worker and sincere
* I love acting

**PERSONAL DOSSIER**

Date of Birth : 2nd june 1991

Permanent

Address : C/O:- Bhaskar Giri, Vill+P.O: - Soro, iswarpur,

P.S: - Nilgiri, Dist: – Balasore, State:-Orissa, Pin: – 756042

Present Address : No-12, 33rd main Road, Dharmaraya street,

6th cross Sharakhi Guarden, jp Nagar 6th phase, Bangalore-560078

Linguistics : English, Hindi, kannada, Odiya & Bengali

Nationality : Indian

Gender : Male

Marital Status : Single

**Certification: -** I the undersigned certify that to the best of my knowledge and belief, this data correctly describe my qualification my experience and me.

Surendra Giri