**ASHUTOSH GUPTA**

**Mobile:** +91-9557700600**. E-Mail:**ashutosh87@icloud.com

**Executive Summary**

An insightful person with around **3** years of experience in Sales & Marketing, Business Development and Client Relationship Management. Presently associated with **Shivalik Mercantile cooperative bank** as **operation officer** Introducing and successfully Promoting new products and services. Track record of delivering top class professional results in challenging business situations is showcased.Solid interpersonal and communication skills in building key alliances and partnerships to ignite sales performance and enhance corporate visibility Possess motivational management style with a record of building effective team work. An out-of-the-box thinker with a flair for charting out competitive marketing and selling strategies. Demonstrative competence in creativity, imagination and the ability to visualise the final product coupled with sound technical knowledge. An effective communicator with excellent relationship building & interpersonal skills; strong analytical, problem solving & organizational abilities.

**Edification**

**MBA (Finance & Marketing)** from S.D.College of management Studies Muzaffarnagar (G.B.T.U.) Lucknow. **Pass Licentiate Course in 2011**

**M.Com:** - 2009 & 2012 from C.C.S University.

**B.Com:-** 2008 from C.C.S University.

**Personal Dossier**

**Date of Birth:**21’st October 1987

**Address:** H.No-81,Abupura East,Lohiya Bazar

MuzaffarNagar (U.P)-251001



**Core Competencies across the Career Path**

**- Sales and Marketing - Business Development - Client Relationship**

**- Product Promotions - Executive Leadership - Team Management**



**Key Result Areas**

**Business Development:** Planning & scheduling individual/ team assignments to achieve pre set goals within time, quality & cost parameters.Formulating long term/short term strategic plans to enhance operations.Conducting competitor analysis by keeping abreast of market trends & competitor moves to achieve market share.Analyzing market trends, competitor’s strategies in order to assist in formulating pre-emptive strategies for day to day.

**Sales & Marketing:** Planning, organizing & implementing sales programs & strategies & conducting product presentations to continuously secure business.Managing the distribution channel and implementing aggressive sales strategies to support existing and new market segments through network of distributors & dealers.

**Professional Experience**

**ShivalikMecantile co operative Bank**

**Operation Officer January 2014 to till date. (Muzaffarnagar)**

* Direct all operational aspects including distribution operations, customer service, human resources, administration and sales
* Assess local market conditions and identify current and prospective sales opportunities
* Develop forecasts, financial objectives and business plans
* Meet goals and metrics
* Locate areas of improvement and propose corrective actions that meet challenges and leverage growth opportunities
* customer satisfaction issues promptly
* All operational activities ( cash handling, Acount opening in system, fund transfer, Swap Machine instalation etc.)
* Deals in Insurance ( General Insurance & Health Insurance)

**Axis Bank (Marketing)**

**Branch Developement Exicutive March 2013 to Nov 2013 (Muzaffarnagar)**

* To establish healthy relationship with Customer for achieving monthly target..
* Keep-in-touch with existing customers for future business.
* Directing & reviewing monthly business & collection target.
* To do Field Investigation to analyze of new customers.
* Weekly meet with old customer to build up best relation with bank.
* Satisfying customers by providing timely service.

**KAMDHENU STEEL.**

**Account Associate Head October 2011 to Feb 2013 (Muzaffarnagar)**

* Complete All operational work of company.
* Handling cash of company.

PROJECTS UNDERTAKEN:

* **Ratio analysis in Capital structure of Kamdhenu ispat limited(Major):-**

**Based on-**

This summer training project done on last 3 year annual report of the company (Kamdhenu ispat limited).

**Duration**- 2 Month

**Conclusion**

According to analysis of ratio and ratio analysis graph of the company, we can easily understand that in the last three years company invested a lot of money in the market for growth and goodwill.

* **Deep analysis on low budget car of Maruti and Tata(Major):-**

**Based on-**

This project based on Survey of Maruti and Tata showroom, news and magazine.

**Duration**- 1 month.

**Conclusion**

According to survey due to low maintenance and low expenditure small and low budget car future will grow.

* **Comparative study of share market and mutual fund(Minor):-**

This study based on primary and secondary data of the share market and mutual fund.

* **A study on incremental costing.**
* **Study on sequencing.**

Key Skills & Computer Proficient:-

* **MS office and internet skills.**
* **Tally skills.**

Strengths:-

* **Organizing and presentation skills.**
* **Ready to take initiative.**
* **Ability to work under in different situation.**
* **Keen to learn and have creative mind.**



**I, Ashutosh Gupta here by declare that above information is correct to the best of my**

**Knowledge and belief.**

**Date:**

**Place: (ASHUTOSH GUPTA)**