CHIRAG A RATHOD

Relationship Officer

Address 14, Mahaprabhuji Society, Opp Sorath

Mill, Asarwa Mill Road, Beside Dada Harini

Vav, Asarwa, Ahmedabad, Gujarat, 380016

Phone 9998361197

E-mail chieragrathod@gmail.com

I would like to be a part of an organization where I can explore myself and enhance my knowledge and talent for the development of both organization and myself.

Self-motivated Relationship Officer skilled in providing extraordinary customer service internally and externally to develop relationships and create positive customer experiences.



Skills

Communication skills

Good Listener

Fast learner

Ethical

Progress monitoring

Promotional marketing and advertising

















Work History

Jan 2019 - Relationship Officer

Current

Asian Paints Ltd, Vadodara, Gujarat

- Maintained and built close relationships with Architects and Interior Designers through regular contact and visits.
- Promoted, structured and provided advice customized to best meet needs of A/IDs and Customers.
- Retained and grew portfolio of relationships by performing proactive, mobile and value-adding partnership role.

 Facilitated meetings and discussions between client and A/IDs resulting in Proper Execution

Dec 2013 - Sales/Training Associate

Jan 2019

Asian Paints Home Solutions, Ahmedabad, Gujarat

- Generate leads through Retail Stores and Cooperative Housing Societies by doing Awareness Activities.
- Ensured long-term staff excellence by implementing updated and continuous training initiatives such as online modules, interactive programs and On-Site support.
- Developed lesson plans, instructional materials and written practice tests and training courses.
- Advised executives on best practices for employee growth and productivity goals, consistently helping companies long term GOALS..
- Trained and developed new sales team associates in products, selling techniques and company procedures.

Mar 2013 - Junior Sales Manager

Jun 2013

HDFC Ltd, Ahmedabad, Gujarat

- Developed and maintained relationships with local real estate agents.
- Maintained friendly and professional customer interactions.
- Set up, stored and updated customer files, department records and regulatory paperwork.
- Filed completed loan applications with underwriting and made approval or denial recommendations.



Education

Jun 2011 - MBA: Marketing

May 2013 NIS Academy - Ahmedabad

• Cleared with 70% Marks through Tamil Nadu Based Annamalai University

May 2009 - Bachelor of Science: Mathematics

May 2011 M G Science - Ahmedabad

Graduated with 65% Marks through Gujarat University

Jun 2008 - High School Diploma

May 2009 Rajasthan English Higher Secondary School - Ahemdabad

• Passed with 64% Marks

(a) Interests

Age 29

Languages Known English, Hindi, Gujarati Hobbies Sports, Music, Movies,



Accomplishments

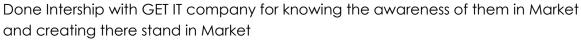


- Won 2 Gold in Academic performance
- Won Game Changer Award twice
- Achieved 4 certificates countrywide and 3 medal in Asian paints services conference 2016-17.
- During Schooling won many awards for Punctuality



Certifications





I was a Part of a Team of 5 Memebers for Comprehensive project on "Satiscfaction" Of Employee Towards Company" (TATA MOTORS) Objective was to Learn how satisfy are corporate employee with Company



Movies, Cricket & Music

