

CURRICULUM VITAE

Nisarg Patel

Mobile: + 98252 12555

nisarg.28@gmail.com

Objective

To work in sales with any organization that provides me platform to enhance my knowledge and help me in achieving my organizational as well as personal goals

Work experience

<u>From</u>	<u>To</u>	<u>Place</u>	<u>Company</u>
2003 May	2005 May	Ahmedabad	Interactive Marketing (P). Ltd
2005 May	2008 Sept.	Ahmedabad	Landmark Honda
2008 Nov.	Continue..	Ahmedabad	Volkswagen Ahmedabad

Interactive Marketing (P) Ltd

2003 May till 2005 May
Worked as a Group Leader
Presently base at Ahmedabad

JOB PROFILE:

- Managing a team of four people
- Responsible for my team targets
- Responsible for their trainings
- Responsibilities of their growth

ACHIEVEMENTS:

- Received certificate of appreciation for the best Group Leader for the Year 2004

Landmark Honda, Ahmedabad:

2005 May till 2008 August.
Worked as Team Leader

JOB PROFILE:

- Responsible for team target process
- Responsible for training team members
- Responsible for team members growth

Volkswagen Ahmedabad: C/O Automark Motors Pvt. Ltd.

In charge for CBU Cars & Sr. Manager - Corporate Sales - Gujarat
2008 November Onwards

JOBPROFILE:

- Responsible for yearly Targets given by Manufacturer
- Ensuring penetration of corporate sales
- Responsible for team targets
- Responsible for their growth
- Grooming of Corporate Team
- Retention of Corporate Team
- Recruitment of Corporate Team
- Ensure enough & close support/guidance to corporate team to make them performed
- Managing a team of twelve people in all five locations
- Planning corporate related marketing activities for all location
- Execution of corporate marketing plan for all location
- Managing Reports for Corporate Sales - Plan Vs. Actual Calendar, Retail Tracker, Weekly, monthly, yearly reports
- Maintaining Extraordinary Relationship with corporate clients (Mainly with their HR Admin Team)
- Maintaining Extraordinary Relationship with Manufacturing Team (Zonal & National Heads)
- Immediate response to corporate client's requirements/complaints.
- Doorstep services to all key corporates
- Establishing Relations with New Corporates for additional Business
- Ensure single window communication to corporates

ACHIEVEMENTS:

- Received certificate of Appreciation for the best sales consultant for the Year 2007

Additional Responsibilities:

- In charge for CRP (Cost Rationalization Program) related activities for all location expenses.

EDUCATIONAL PROFILE:

<u>Year</u>	<u>Course</u>	<u>Board / University</u>
2007-2009	M.B.A. (Marketing)	Sikkim Manipal University
2005	T.Y.B.com	Gujarat University
2002	H.S.C	Gujarat Board
2000	S.S.C	Gujarat Board

PERSONAL DETAILS:

Date of Birth: 28th October, 1984.
Marital Status: Single
Gender: Male
Present Address: Block no. H2/10, Sattadhar Complex, C.P.Nagar,
Ghatlodiya, Ahmedabad -380061
Father's Name: Jayendra R. Patel

Trainings:

▪ Interactive Marketing (P) Ltd : About Sales Process I n Mumbai
▪ Landmark Honda : Product Training in Mumbai
▪ Landmark Honda : About Soft Sales Skills in Ahmedabad
▪ Volkswagen Ahmedabad : ITC Module Programme, Training for CBU Cars & Corporate Sales in Mumbai

Nisarg Patel:

Cell No: +91 98252 12555
+91 90990 44390
Landline No: +91 79 27494472