

CHIRAG A RATHOD

Relationship Officer

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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



Very Good



Good Listener



Excellent



Fast learner



Excellent



Ethical



Excellent



Progress monitoring



Very Good



Promotional marketing and advertising



Very Good



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 - Jan 2019 Sales/Training Associate

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 - Jun 2013 Junior Sales Manager

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 - May 2013 MBA: Marketing

NIS Academy - Ahmedabad

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

May 2009 - May 2011 Bachelor of Science: Mathematics

M G Science - Ahmedabad

- Graduated with 65% Marks through Gujarat University

Jun 2008 - May 2009 High School Diploma

Rajasthan English Higher Secondary School - Ahemdabad


- Passed with 64% Marks



Interests

Age 29


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



Nationality Indian




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




Done Intership with GET IT company for knowing the awareness of them in Market and creating there stand in Market



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



Movies,Cricket & Music



Love playing Cricket with Friends and Colleagues during weekends
Like to watch Action Packed movies
Listening to music during free time is my favourite