**GOVIND SINGH DAHIYA**

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**Professional Objective**

Aim to work in an organization where I can use my skills and knowledge to deliver value added results as well as further enhance my learning and develop my career**.** A committed marketing professional with extensive experience of the IT sales market and corporate arena. Possessing a proven track record of selling technology software products and related services in a defined territory. Having the required background in software sales along with the personable abilities and technical know-how required to maximize a company’s revenue growth and increase its market share. Currently looking for a suitable IT sales role with a exciting and forward thinking employer.

# **Career History**

***Impressive Star Software Pvt. Ltd., Jaipur***

**SALES EXECUTIVE November 2014 - Present**

Impressive Star Software Pvt. Ltd. is associated with Tally Solutions Pvt. Ltd. for sales, support and development of its software. I served the company as Sales and Support Associate which indeed proved to be a grooming source of my customer relationship skills and technical skills. Responsible for looking after a geographical sales area and generating increased revenue streams by tailoring company strategies, products and solutions to meet the needs of the customer.

**Job Profile**

**Job Description**

* Selling Tally software, Cloud Computing, Training on Software, Solution modules
* Selling major brands like Tally software, Tally shopper, Cloud, Customizations.
* Highlighting the benefits of the company’s software products and services.

**Functional Duties**

* Extensive knowledge of the company’s products an also of the wider IT marketplace.
* Keeping up to date with the developments of new technologies.
* Identifying and making contact with new prospective clients.
* Arranging meetings with prospective clients.
* Arranging for software demonstrations for customers.
* Arranging for after / post sale support to clients.
* Promoting the image of the company as a leader in technology services.

**Job Specific Skills**

* Awareness of emerging markets, technologies and trends.
* Meeting clients at their offices, identifying their requirements and then proposing solutions.
* Answering any technical IT questions that clients may have.
* Developing sustainable relationships with decision makers.
* Negotiating commercial and license agreements with clients.
* Once a sale has been made then advising clients on IT implementation and training.

**Personal Additive**

* Coming up with new strategies to increase sales.
* Following the sales process from start through to close.
* Developing sales within both existing and new business accounts.
* Writing proposals for prospective clients
* Giving sales presentations to customers.
* Taking steps to grow the base of referral sources.
* Helping to write and design sales and marketing literature.
* Raising brand awareness through client engagement.
* Planning, developing, and implementing field sales action plans.
* Gathering marketplace information on the pricing, new products, delivery schedules and merchandising techniques of competitors.
* Identifying problem areas to resolve.

**Education/Qualification/Academics**

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| --- | --- | --- | --- | --- | --- |
| **S. No** | **Standard** | **School/College** | **Board/University** | **Year** | **%age** |
| **1** | B. Tech. (Upto 8thsem) | Poornima institute of Engg. and Tech., Jaipur | Rajasthan Technical University, Kota | 2014 | **57.4** |
| **2** | XII science | B.V.B school, Banswara | R.B.S.E., Ajmer | 2009 | **60** |
| **3** | X | B.V.B school, Banswara | R.B.S.E., Ajmer | 2007 | **72** |

**Projects and Seminars**

**Projects**

* **Automatic Battery Charger:** This can recharge the rechargeable 4 AA cell batteries and gets automatically turn off when battery is completely charged.

**Seminars**

* **Mobile Radiation:** Presented Seminar on **Mobile Radiation**. Problems and their solutions of Mobile Radiation and reduction of cancer diseases due to the same.
* **Personality Development:** Attended a seminar where I understand the importance to have a professional attitude and ways to enhance vocational skills.
* **SCADA**: Attended a Seminar on **SCADA.** This helped me to understand the role of automation and accessibility of highly equipped and automated systems in industries and how **IT sector** plays an important role in it.

**Professional achievements**

* Best Support Associates of the month March 2014.
* Best sales partner from Tally Solutions.

**Industrial internship**

Rajasthan Rajya vidyut Prasaran Nigam Limited is a state load dispatch center situated in Heerapura, Jaipur.

**Personal Profile**

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| --- | --- |
| Date of Birth | 23 Oct.1989 |
| Address | Dahiya auto electrical, Amba Mata Market, Banswara, Rajasthan |
| Sex | Male |
| Nationality | Indian |
| Maternal Status | Unmarried |
| Language Known | Hindi (Intermediate) , English (Intermediate) |
| Hobbies | Reading newspaper, playing Table Tennis, Watching movies |

**Declaration**

I hereby declare that the information furnished above is true to the best of my knowledge.

**Date: 1-11-2015 Govind Singh Dahiya**