

GOURAV SINGH KUSHWAH

C-23 Satellite township, Talawali chanda , Indore, M.P. +91
9522225473 Email ·grvpratap23@gmail.com

Dear Sir/Ma'am,

I believe that my analytical skills, industry and competitor knowledge, healthy relationship with the key accounts, product marketing experience, leading business development initiatives for new markets and exposure in diverse teams would make me a relevant candidate for an organization.

I am a marketing and sales-oriented professional who has been consistently praised as focused by my co-workers and management. I have developed a skill set directly relevant to the profile you are hiring for, including account management, brand management, customer satisfaction and client relationship management. Given these requirements, I am certain that I have the necessary skills to successfully do the job efficiently and perform above expectations.

I am pro-active in handling the clients & insightful about their needs. I have expertise in reaching out customers for high end products and gained proficiency in converting leads into sales. Overall, I have consistently demonstrated leadership, relationship management, negotiation skills and problem-solving abilities in every aspect & I request you to review my detailed achievements in the attached resume.

After reviewing my resume, I hope you will agree that I am the type of competent & competitive candidate you are looking for. I look forward to elaborating on how my specific skills and abilities will benefit an organization.

Thank you for your consideration and I look forward to hearing from you soon.

Sincerely,

Gourav Singh Kushwah

Gourav Singh kushwah

31 | M

grvpratap23@gmail.com | +91 9522225473

Professional summary

A qualified professional in Sales & Marketing, Business Development and Key Account Management in Automobile industry with a proven track record of penetrating and developing new markets for automotive products. A result- oriented achiever with excellent understanding of identifying opportunities for accelerated growth with a total experience of 8+ years.

Strengths & Skills

- **Proficiency in exploring & developing new markets**, organizing promotional events, accelerating growth and achieving desired goals.
- **An innovative, out of the box thinker**, result-orientated professional with strong communication and interpersonal skills and **proven ability to surpass targets within deadlines**.
- **Healthy relationship with the key accounts across MP-CG region** which helps in generating business and exploring new market for the range of products.
- Expertise in **product marketing covering digital media platforms, brand management, executing marketing campaigns & events**, assisting store designing.
- **Aggressive sales & marketing tactics** with strong exposure of working with existing and prospective business partners.
- **Key strength in negotiation and strategy**, creating and delivering effective presentations required to close deals.
- **Extensive industry and competitor knowledge** helps in implementing action plan successfully within timeline.

Professional Experience

ELPIS AUTOMOTIVES PVT LTD (PPAP)	Area Sales Manager	Mar 2022– Present
----------------------------------	--------------------	-------------------

- | | | |
|--|--|--|
| <ul style="list-style-type: none">• Responsible for establishment of ELPIS brand spare parts business in territory• Heading sales and collections in central zone Madhya Pradesh & Chhattisgarh on individual basis• Responsible for order and payment of existing distributors for timely material dispatch.• Responsible for new parts monthly training and demo for all distributor salespersons.• Responsible for brand awareness and over all development in central region.• Act as a bridge for communication between the customers/ partners and the engineering team. | | |
|--|--|--|

Achievements

- Managed two states sales **with** consistently achieving **100% targets**.
- Successfully added **6 new distributors**
- **Increased the sales of Madhya Pradesh region by 80% in 2022.**

Wuerth India Pvt Ltd

Area Development Manager

Nov 2018 – Dec 2021

- Responsible for developing new business opportunities and new customer base in territory.
- Heading Indore & Gwalior region on individual basis
- Responsible for developing good **client relationships** with business owner and workshop employees.
- Responsible for **Demonstration** new products to the customer to promote sales.
- Responsible for managing day to day sales activities including **proposal, service agreements** and **collections**

Achievements

- Successfully **established 4 new channel partners** in the Wuerth India along with 6 more dealers Identified as official channel partners and planned to be open this year
- Successfully identified problematic areas of each territory and strategized accordingly which **resulted in 30% growth within six months.**
- **Increased the sales of Indore / Gwalior Region by 50 % in 2021 -22**
- **During lockdown, successfully organized an engagement activity for channel partners & their staff** (approx.60 participants) which resulted in increased engagement & proved to be an effective training session.

AIS Distribution Services Ltd

Sales Officer

Sep 2016 – Sep 2018

- Responsible for meeting sales target through **automotive glass** market.
- Responsible for **expanding** auto glass customer base in **Rajkot** Gujarat territory.
- Responsible for **build & maintain good relationship** with market dealers in region.
- Timely material dispatch to the dealers and **resolving customer grievances.**
- Responsible for replenishing of stock of the auto glass in branch to serve the market demands.
- Responsible for the **dispatch planning and invoicing** the material to the market dealers.
- Responsible for the **maintaining stock** in warehouse.

Achievements

- Managed **500km Rajkot territory** with consistently achieving **100% targets.**
- Successfully added **5 new distributors**
- **Increased the sales almost 40%** in two years.
- Recognized for successfully **planning and executing marketing events.**

Academic Qualifications

- 2014-2016 **MBA – Prestige Institute of Management & Research, Indore ,M.P.**
Major – Marketing Minor – Finance
- 2011-2014 **B.COM – School Of Commerce D.A.V.V. University, Indore, M.P.**
Accounting & Tax management

Summer Internship Program

- Worked with **HINDUSTAN COCACOLA BEVRAGES PVT LTD** as a sales intern for 60 days.

Hobbies

- Travelling to new places
- Automotive technology reading
- Current affairs reading
- tracking on mountains, swimming

Declaration

I hereby declare the the information provided above is correct to the best of my knowledge.

Gourav Singh Kushwah

