

Govind Sarawagi

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A dynamic marketer with the passion to perform tasks creatively. Quick learner and believe in delivering value through hard-and smart work.

Professional Experience

Marketing Associate – MetricStream Infotech

May 2015 – Present

- Respond to RFX and help create all the background documents, concept charts, approach etc. required for completing the RFX response particular to the given solution across industries.
- Create and deliver presentations, collaterals and other sales tools to help marketing programs and the sales team in building sales pipeline, to help increase conversion rates
- Gain expertise and manage the key products / solutions from Presales perspective which includes Operational Risk Management, Enterprise Risk Management, Internal Audit, Incident, Health and Safety Management solution.
- Collaborate with various team members including product management, product marketing, implementation and sales team to strategize, plan and execute RFX responses.
- Bid management.

Achievements: “Outstanding contribution to win business” – Marketing for Q3 FY 2015-16

Certification and Skillset

Certificate in **Inbound Marketing (Hubspot Academy)**

Adobe Photoshop, HTML, CATIA designing software.

Microsoft Office (Word, Excel, Powerpoint)

Qualification

PGDM – Marketing from Xavier Institute of Management and Entrepreneurship - XIME, Bangalore (2013-15)

B.E – Mechanical from M.N.M.Jain Engineering College-Anna University Chennai (2009-13)

Internship / Projects/ Training

Internship Project - IDBI Federal Life Insurance Co Ltd

- Learn about the insurance industry and study about consumer behavior of Youth segment towards insurance.

Socially Useful and Productive Activities

- Associate with a city NGO and help them in management activities

Under graduation Project

- Development of a downdraft gasifier and experimental analysis using biomass

Trainee at

- Mahle India Pistons Ltd
- Southern Railways Carriage & Wagon works
- TVS Clayton, Chennai

Extra-Curricular Activities

- Summer **Internship coordinator** – XIME
- **Core Member** – IConnect Program, Corporate Affairs team – XIME
- **Core Member & Event Head** – Swivel 2011, 2012, National Level Symposium – M.N.M.Jain Engineering College
- Sports Secretary and Kabaddi Team Captain for district level matches in high school.
- Presented B-plan at National Level competition - XIME
- Presented a paper on “Automotive battery charged with solar and alternator”
- Participated and won prizes at various sports events at Inter/Intra school level

Personal Information

Languages: English, Hindi, Tamil

Interests: Travel, Listening to music, Dance, Swimming, Cricket, Volleyball, Badminton, Adventure sports, Sudoku and Puzzle solving

Date of Birth/Age: 23rd Oct, 1991/24 Years

LinkedIn: [linkedin.com/pub/govind-sarawagi/64/601/1a9](https://www.linkedin.com/pub/govind-sarawagi/64/601/1a9)