

PROFESSIONAL OBJETIVE

Driven, results-oriented sales and marketing executive with expertise in dealer and consumer sales eager to contribute to optimizing revenue and profit performance for a progressive organization.

EDUCATIONAL QUALIFICATION

- Intermediate from Sarnath Mahabodi Inter College, Varanasi in 2000 (U.P Board).
- B.C.A from Dr.B.R Ambedkar University, Agra (U.P) in 2004.

TECHNICAL KEYSKILLS

- Knowledge on Computer hardware, Operating Systems ,Local Networking, Knowledge of M.S Office 2003 and 2007
- Knowledge of Symantec Norton, Antivirus, Internet Explorer, ERP, LAN/WAN Networks, Data Warehousing; Corporate Email; Telecommunications.

KEY SKILLS

- Teamwork.
- Cold Calling
- Customer Satisfaction
- Achieving Results
- Brand building
- Government Contractor Deal
- Builders Deal

PROFESSIONAL EXPERIENCE

I am working presently in **M/s Virgo Group**, responsible for daily client's follow-up, new market research; meet to builders & architects' interior designers, Fabricators Hospitals, Hotels & Site Scanning. Work with Virgo Group 01st Aug 2021 to till date **Virgo Group**. is India big LAMINATE, ACP,HPL Manufacturer.

- Putting the complete dealer network in place India level at TIER-1/2/3 Cities
- Making the proper brand positioning in the market.

Role & Responsibility

- 1- Market Development, Market Mapping, Development of secondary sale.
 - 2- Development of institutional customers/projects customers.
 - 3- Seeking approval from architects/consultants/specifiers/Builders.
 - 4- Timely promotional activity (conducting meets/seminars/participation in exhibitions proper utilization of pop)
 - 5- Buildup Strong Distribution Network in territory and surrounding areas.
 - 6- Identifying leads, create sales funnel and Sales planning to achieve monthly numbers deliver.
 - 7- Enable changes to sales of customer wallet by leveraging cross selling opportunities.
 - 8 – Regular meetings architects' contractor and site scanning cold calling.
 - 9- Monitoring- Projected QTY- PROJECT WISE AND POST BID- Product wise as per
 - 10- Monitoring of A+ Architects and A+ **Contractors**-Major Department-PMC-EPC-PPP-BOT-BOOT-SMART CITY PROJECTS on regularly basis at Pan India level and all Prebid and Postbid-Route Plan- Sales verses target achievement sheet on daily basis and making change in CRM as and when required as per report of team and the same submitted to management.
- Handled all Government Department **NDMC/CPWD/PWD/NBCC**
 - Handled **Architects ,Builders, Interior Designers Contractors**.

Work With **Stonex India as ASM 2020 to 2021** for Varanasi Allahabad , Jaounpur badhohi location.

Work with **M/s Merino Industries** as Sales Executive 2016 to 31st December 2019.

.Worked with **M/s. Amrapali Group** as an Sales & Marketing for Corporate office from 2010 to 2015

JOB PROFILE

- Meet with architects and interior designers to promote our products handle dealer Accounts and projects.
- Handling mails on the intranet regarding the customer enquiries and co-coordinating With the marketing and banking department
- Attend Customers and Dealers visiting the site and provide details of project
- Handle sales for upcoming commercial and residential projects.
- Involvement in negotiations with corporate personnell's, brokers, service associations.
- Coordinate with meeting Principal Architects Interior Designer Builders provide project details and updated information to Dealers.

PERSONAL DETAILS

Father's Name	Sri. Rajendra Chaubey
Date of Birth	21st April. 1983
Language Known	English & Hindi
Nationality	Indian
Marital Status	Married
Permanent Address & Present Address :	Shivvihar Colony, Mawayiya Sarnath Varanasi Uttarpradesh

Place:- Varanasi

Date:-

(AVANISH KUMAR CHAUBEY)