

PIYUSH CHAUDHARY
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Total Work Experience: 13+ years

Career objective:

A growth oriented position in a professionally managed and dynamic organization that provides opportunities for market research and development contributing towards the organization's success.

Profile:

- ❖ Dynamic Management Postgraduate in **Marketing & Human Resources** with insightful exposure into Business Development operations.
- ❖ Ability to convert leads into orders by following sound marketing principles such as negotiation, pricing, and customer satisfaction surveys.
- ❖ Effective communicator with exceptional analytical & problem solving skills.
- ❖ Strong leadership traits with the ability to bring out the best in others while creating a healthy and friendly work environment.
- ❖ To embody the spirit of excellence through team building, able leadership and sound people management skills.
- ❖ A keen eye for detail and a passion for excellence in all aspects of customer service.
- ❖ Customer first – Ability to understand & direct organization's resources to meet customers need.
- ❖ Strong telephone communication skills & excellent interpersonal skills.
- ❖ A 'can do' attitude with a flexible, proactive approach.

Job Profile:

- ❖ Managed all orders in accordance with contractual and technical requirements.
- ❖ Generated new inquiries through cold calls and specific client meetings
- ❖ Watching on competitor activity demand for-casting
- ❖ Responsible for reviewing orders and following up the order progress as per project requirements.
- ❖ Awarded contracts to multiple sub-vendors by following stringent regulatory guidelines.
- ❖ Created account plans for each large opportunity and finalized deals & agreements within the defined parameters.
- ❖ Development of new Agencies & collection of payment.
- ❖ Researched and identified new business developments through Internet, General Survey.
- ❖ Followed up order closing and maintained regular interaction with the customers.
- ❖ Evaluated customer enquiries and made proposals to the customers as per their specific requirements.
- ❖ Coordinated manufacturing, quality and purchase resources to ensure customer requirements are met as per the project demand.
- ❖ Maintained and nurtured relationship with existing accounts and raised the level of customer satisfaction.
- ❖ Successfully execution for the following clients within time and within budget: -
- ❖ Sales promotion plan & activity to race our demand of product.

WORK EXPERIENCE

- ❖ As a Sr sales Executive in Circulation Department, Aligarh in Jagran prakash LTD for 2 year
- ❖ As a Sr. sales officer in Circulation Department, Meerut in Jagran Prakashan Ltd (Since 20 Nov 2011 to 6th Feb 2020)
- ❖ Worked with Max life insurance meerut as Associate Agency Development Manager (since oct. 2020 to June 2021)- Completed Confirmation Norms
- ❖ Worked with sbi life insurance as a agency manager (since June 2021 to Nov 2021)
- ❖ Presently working in care health insurance as a deputy manager since December 2021 to till date

Achievements

- ❖ Made good relationships with the existing agent and raised the level of customer satisfaction.
- ❖ Increased the number of conversions from enquiries into orders.

EDUCATIONAL CREDENTIALS

MBA (Marketing & HR), 2006

Galgotia's College of Engineering and Technology Greater Noida
(UP Technical Univ, Luknow)

BCA, 2003

BIMT (Bhartiya institute of mgmt Tech. Meerut)
(CCS Univ. Meerut)

Schooling

D.N. Inter College, Meerut
U.P. Board Allahabad.

IT Skill Set:

Internet Applications, MS Office (MS Word, MS Excel, MS PowerPoint, MS Outlook), Programming languages

ACADEMIC PROJECTS/ TRAININGS

Summer Training

Organization: Tata Indicom New Delhi

Duration: 6 Weeks

Project Title: Merchandising

Accountabilities:

- o Merchandising Mechanism in retail outlets of True Value Shops-Delhi's 12 Outlets
- o Provided retailers and distributors feedbacks to the branch manager.
- o Analysis the positioning of major brands (BSNL, Reliance Mobile) and distribution Channels with the major competitors.

EXHIBITIONS ATTENDED

- o Participated in the General Survey at Muzaffarnagar, Saharanpur, Baraut 2008.
- o Annual Dealer meetings at Noida.
- o Participated in various cultural and educational events organized by Amar Ujala

Strengths: Positive attitude, Dynamic personality, Innovative & Excellent Communication skills.

Hobbies: Making friends, Traveling, Playing badminton. Internet surfing, listening music.

OTHER PARTICULARS:

Father's Name	: Shri Harbeer Singh
Date of Birth	: 25. Aug. 1983
Language Known	: English & Hindi
Marital Status	: Married
Nationality	: Indian

Declaration:

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

Date:

Place:

(PIYUSH CHAUDHARY)