**CURRICULUM VITAE**

**NAGRAJ GORE S/O PURUSHOTTAM GORE**. (32yrs/ 9 yrs exp in sales)

Currant Address : SF 3, Second Floor, Agnes Apartments,

Ph.: +91-8888346288

Cariamoddi, Curchorem, South Goa - 403706 Email: nagrajgore@gmail.com

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**OBJECTIVE:** To be associated with a progressive organization which can provide me with a dynamicwork sphere to extract my inherent skills as a Professional, use and develop my attitude to further the organization’s objectives and also attain my career targets in the progress.

**Qualification :**

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| --- | --- | --- | --- |
| **Year** | **Certificates** | **Board/University** | **Percentage** |
| 2011-2013 | Master of Tourism Administration | Bangalore University | 69% |
| 2008-2011 | B.Sc. Degree in Physics (10+2+3) | Mumbai University | 58.75% |
|  |  |  |  |
| 2006-2008 | H.S.C. Certificate P.C.M.B. Group (10+2) | Maharashtra State Board, Pune | 60.17% |
|  |  |  |  |
| 2005-2006 | S.S.C. (10th) | Maharashtra State Board | 70.53% |

**Experience :** Currently working **as ‘Territory Manager’ in Confidence Petroleum India Ltd.**

**9 years’ experience in Sales and Marketing in Goa Location**.

**Confidence Petroleum India Ltd -** From Mar’2022 till date

* Handling Dealers across the Goa.
* B2B and B2C both model handling
* Handling team of 6 people
* **Appointed dealers and sub-dealers**
* Launched new products and brand awareness

**Tulip Diagnostics –** Mar’2018 to Mar’2022

* Handling medical customers from Goa
* Given Demos of a new product and installed machine in Goa Medical College
* Given Training to Doctors & technicians
* **Appointed Sub-dealer**
* Worked on field during Covid to suffice needs of all covid related needs

**Astral Adhesives –** Dec’2016-Feb’2018

* **Handled customers like Builders, Contractors, Private Institutions, Government Inst.**
* **Project Sale**
* New Customer Identification
* Cold calling
* New Product promotion
* Arranged ‘Dealer-customer meet’ in Goa
* **Appointed new dealer in South Goa**
* Demonstration of the product and various activities to educate customers

**Travelsmith Adventure** – Jan’2014 to Dec’2016

* Selling travel packages
* Handling Big groups (up to 700 people)
* New Travel Lead Generations
* Complaint Handling

Plus points-

* Go getter attitude
* Can work under pressure
* Need identification by communication
* Contacts in 9 yrs of field sales job

Minus Point –

* Getting excite quickly
* Forget the things

**Job profile :**

* Retail sales, Institutional Sales
* Handling sales for Goa
* B2B and B2C sales
* Marketing products, Appointing New Supply partners.
* Operation Department, Dealer Meet & Customer Relationship, CME, Dealer management
* Monitoring Governmental, Trade and Institutional business
* Collecting & analyzing feedback/reports from the market
* Demonstration of the product
* Sr. Operation executive for Ship movement like AIDAaura, Rotterdam, Costa at Marmugao port , Goa

**Other Achievements:**

* Appreciation from all 3 companies worked in past
* Maharashtra State Board of Technical Education, Mumbai - 94%, Maharashtra
* Dissertation Report on Sagareswar beach, Vengurla, Maharashtra
* National Service Scheme Leadership Training Programme , Maharashtra
* Volunteer of National Service Scheme Unit , Br. Balasaheb Khardekar College, Vengurla, Maharashtra

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| PERSONAL DETAILS: |  |  |
| Name | : | Nagraj Gore |
| Father’s Name | : | Purushottam Gore |
| Date of Birth | : | 02/08/1990 |
| Nationality | : | Indian |
| Gender | : | Male |
| Marital Status | : | Married |
| Permanent Address | : P/o Tulas (Gorewadi), Tal. - Vengurla, | |
|  |  | Dist. - Sindhudurga, Maharashtra-416515. |
| **Languages Known** | **: English, Hindi, Marathi, Kannada, Konkani, Malvani** | |
| Hobbies | : Playing Cricket, Chess, Reading, Playing Harmonium, Swimming in Sea water | |
| Preferred job location | : | Goa |
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“I hereby declare that the above information’s are true to best of my knowledge.”

Nagraj Purushottam Gore.