

NARESH KAKU

naresh.kaku@gmail.com • www.linkedin.com/in/naresh-kaku • Mumbai, MH • Ph: 885-056-3774

OBJECTIVE

I am a resourceful, analytical, and detail-driven professional with an extensive background in business, construction and project management. Striving to gain more experience in the Construction & Civil Industry. I'm seeking a full-time position to put my communication skills and experience to test, whilst continuing to learn in the industry.

EDUCATION

LALA LAJPAT RAI COLLEGE OF COMMERCE & ECONOMICS

XII (H.S.C)

Graduation: May 1986

Grade: 82%

LALA LAJPAT RAI COLLEGE OF COMMERCE & ECONOMICS

Bachelor of Commerce

Graduation: May 1989

Grade: 78%

KEY SKILLS

- **Excellent research, time management and problem solving skills.**
- **Fast learner**
- **Highly dependable**
- **Attention to intricacy**
- **Project management**
- **Pragmatic Reasoning**

WORK EXPERIENCE

Nish Jewelers

1990-1997

Marketing and Sales

- Initially started work with a jewelry design firm 'Nish Jewelers'.
- The job involved marketing and sales on the core level.
- The more passive work included daily transactions, situation handling and supervision to some extent.
- Successfully achieved the desired expectation learning and growing in the industry.

Heet Jewelers

1998-2010

Sales Manager

- The job then evolved into the commencement of Sales in 'Heet Jewelers'.
- The firm was involved with the production and design of hair accessories.
- Managed the Sales successfully and profitable for 12 years.

Zeus Housing & Construction

2011-2016

Sales Manager

- Worked as head of sales & marketing department.
- Maintained and researched a thorough and updated market database.
- Handled client relationships with regular follow-ups.
- Acted as a liaison between clients and the company successfully building relationships.
- Managed site handling and touring for old and new potential clients.

- Worked as an acting supervisor for site maintenance.
- Provided support for queries about pre-sales legalities.
- Progressed in concurrence with the company while cultivating an expertise within the field.

Laxmi Arts

2017-2020

Sales Manager

- Venture in the hair accessories field as Sales Manager
- Trading and marketing of hair ornaments.
- Establishing and maintaining a concrete clientele.

Nahalchand Laloochand Pvt. Ltd. (Real Estate Development)

2020-Present

Sales Manager

- Head of sales department.
- Market research and database management.
- Client management and maintenance.
- Sales communication and promotion.
- Pre-sales legalities and client consulting.