

SAURAV KATARIA

MBA(SEM)

Contact Information:

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Personal Data:

Date of Birth : May30,1986

Sex : Male

Nationality : Indian

Marital Status : Single
Languages

Known : English & Hindi

Interests and Hobbies : Listening Music,
Watching Movies,
Driving, Playing
Cricket.

Strengths : Fortitude, Headship,
Punctuality,
Hard work,
adaptability to any
kind of environment.

CURRICULUM VITAE

Executive Summary

A **B.Tech, MBA** with around **5 years** of work experience in Marketing and Account Management, currently working as Senior Manager Marketing at Saturn Mobi, a mobile and web solutions company based in New Delhi.

Summary of Skills

- 5+ years of work experience in Marketing, Promotions and BD
- Experience in Marketing, Project Management and Account Management across industry verticals
- MBA in Marketing & B.Tech. in Computer Science Engineering
- First class with Distinctions in Academics

Academic record

Education	Institute	Percentage
MBA (2010)	C-DAC, Noida (GGSIPU)	77%
B.Tech (CSE) (2008)	Maharaja Surajmal Inst. of Tech. (GGSIPU)	67%
C.B.S.E.(XII) (2004)	Kulachi Hansraj Model School	77%
C.B.S.E.(X) (2002)	Bal Bharati Public School	76.8%

Work Experience

Organization	Saturn Mobi, New Delhi
Title	Sr Manager
Duration	Aug 2014 – Present

- Saturn Mobi is a mobile and web development company providing range of services for small and medium businesses to large enterprises
- Conceptualized and executed mobile app solution for Exhibitions and Conference industry (MICE)
- Lead a team of 7 people to execute domestic and international projects
- Executed digital marketing, promotions, customer relationship and project management

- Promoted organization and represented at Exhibitions and Conferences
- Managed international business in UAE, South Africa and Thailand

Organization Comparex India Pvt. Ltd., Gurgaon, Haryana
Title IS – Corporate Accounts
Duration Sep 2013 – July 2014

- Comparex Group is a 30 year old German software, consulting and services company offering competence in procurement and license management of softwares
- Drive business for Microsoft, Adobe, Oracle and other products in corporate accounts
- Team Lead for Inside Sales leading team of 5
- Software licensing and consulting, Instrumental in generating and executing leads
- Coordinating and maintaining relationship with OEMs for smooth transaction and deals
- Identifying and developing potential clients in the targeted markets/ industries, ensuring maximum customer satisfaction

Organization Ariose Software Pvt. Ltd., Noida, UP
Title Manager – Marketing and Business Development
Duration May 2011 – August 2013

- Ariose Software specializes in providing solutions and services across variety of mobile device platforms
- Maintained relationships and handled key client accounts to introduce business from variety of untapped verticals into the company for mobile device platform solutions/services
- Conceptualize and executed marketing strategies, product management as well as business strategy for 'Events On Mobile' product
- Led marketing and business development efforts which expanded the customer base in domestic as well as international market

Organization UG Software Technologies, Noida, UP
Title Project Delivery Executive
Duration Oct 2010- Jan 2011

- UG Software provides services in Web Application Development, Custom Software Development, SEO & Online Marketing
- As Project Delivery Executive looked after the website development

from initial scope preparation to the successful deliveries with continuous client interaction

- The role and responsibilities includes requirement gathering, query handling, and initial scope preparation
- Managed team of designers and developers, quality check and testing

Industrial Training and Project Work

1. Market Research on Customer- Company Website interaction

Title Comparing Website Interaction of Leading Car Manufacturers
Organization Ford India Pvt. Ltd., Gurgaon, Haryana
Duration June- July 2009

2. Library Management System

Organization HCL Technologies Ltd., Noida, UP
Duration June- July 2006

3. Online Training System

Organization Indian Oil Corporation Ltd., Delhi
Duration June- July 2007

Extra Curricular Activities

- Active member of 'Sports and Cultural Council' at C-DAC, Noida
- Organized and coordinated intra college cultural fest and Sports Meet
- Coordinated 'HR Summit 2009' held at CDAC Noida

I hereby declare that the information provided by me is true to the best of my knowledge.

Place : _____
Date : _____

Signature