

## Anshul Goutam

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B- 64/65 Rajgrah, Nirmal Palace, Khajuri Kalan, Awadhpuri,  
Bhopal - 462022

### **CAREER OBJECTIVE:**

To have a growth oriented and challenging career, where I can contribute my knowledge and skills to the organization and enhance my experience through continuous learning and teamwork.

### **ACADEMIC PROFILE:**

Examination	Discipline	School/College, Board/University	Year	Percentage
Bachelor of Engineering	Mechanical Engineering	SCOPE, Bhopal/RGPV, Bhopal	2009-13	74%
Class XII	PCM	Takshshila school Bhopal/ MP Board	2008-09	67%
Class X	General	Beersheba school Pipariya/ MP Board	2006-07	57%

**Currently Company Name** – Gurusons Communication Pvt. Ltd. (Bhopal)

**Department** – Marketing and Sales

**Designation** – Business Development Executive

**Duration** – August 2017 to Till Now

**Company profile** – It is the most trusted Resource for Voice, Chat, Video and Data communication management solutions in the country. Our in-depth expertise, strategic approach and highly trained manpower assist us in delivering quality product and services that exceeds customer's expectations. For last two decades, we are consistently promoting different brands with our exceptional and cost effective solutions with the help of our highly esteemed alliance partners like CISCO, UNIFY (formerly known as Siemens Enterprise Communications), CANON, POLYCOM, ENTERASYS and many others.

### **Roles & Responsibilities**

- Communicate with target audiences build the online lead generation and develop customer relationships.
- Track marketing performances and return on investment and prepare weekly and monthly reports for management.
- Promote initial follow ups for sales prospects of the products.
- Travels to meet clients and attends conferences, trade shows, industry events and seminar.
- Making the Client's PSUs, Industry, Software Companies etc.

**Company Name** – Beacon Enterprises (Bhopal)

**Department** – Marketing and Sales

**Designation** – Executive

**Duration** – July 2016 to July 2017

**Company profile** - Authorized Wholesale Dealer of electrical cleaner, water proofing chemicals, epoxy anti-corrosion coatings like Transformer, Pump, Heat exchanger etc.

**Roles & Responsibilities**

- Listening to Customer needs.
- Research and Analyze market conditions & opportunities.
- Promote initial follow ups for sales prospects of the products.
- Co- ordinate efforts with those of the marketing partners of the company.
- Devising & Presenting ideas and strategies.

**Company Name** – Teamware Solutions A Division Of Quantum Leap (Chennai)

**Department** – Engineering Department

**Designation** - Recruitment Executive - Talent Acquisition

**Duration** - February 2016 – June 2016

**Clients** - TCS, CTS, Wipro, Infosys, Mahindra Satyam, Defiance Technology, Taco, ITC InfoTech, Honeywell technologies, Barry Wehmiller, IBM, Tech-Mahindra.

**Roles & Responsibilities:**

- Responsible for the full hiring cycle, including Pre-screening, Coordinating
- Interviews, gathering detailed feedback from technical interviewers, negotiating salaries, extending job offers, Coordination of new hire Orientations, Job postings, Creating and Maintaining employee records and files.
- Utilization of internal database to identify potential candidates.
- Interact with marketing and business development team on regular basis to ensure the requirement flow.
- Complete and update client and candidate details in administration systems to support effective use and management information reporting, as well as completing financial administration.
- Building long term relationships with candidates to ensure loyalty through regular contact, managing expectations and providing career advice.

**SOFTWARE SKILLS:**

CATIA V5 R20 certification course from DAUTO CAD School Bhopal.

This software includes 2D and 3D drafting, 3D design and Part Design, Assembly Design, work benches and done live project front door panel.

- MS OFFICE (Word, Excel, PowerPoint, Outlook)
- Good Knowledge in ERP Product
- Good Knowledge in (Search Engine Optimization)

**SKILLS:**

- ☐ Ability to work with a team.
- ☐ Ability to learn quickly.
- ☐ Ability to take a responsibility.
- ☐ Customer Relationship Management
- ☐ Comprehensive problem solving abilities.
- ☐ Ability to deal with people diplomatically.
- ☐ Willing to learn and adapt to new opportunities and challenges.
- ☐ Team work spirit, complete the work before the stipulated period as per superior instruction, Enthusiastic to learn new skills set.

**INDUSTRIAL TRAINING:**

- ☐ Major training of 30 days in BHEL, Bhopal.
- ☐ Industrial training at different departments of BHEL, Bhopal and special focus on Traction Motor Department the department deals with binding of traction motor.

**MAJOR PROJECT:****In Electricity Generation by Super Turbo Charger.**

The electricity generation by super turbo charger the air is compress to the compressor the compressed air goes to the turbo charger and then finally turbo charger produces the electricity.

**INTEREST:**

Swimming and Travelling

**PERSONAL DETAILS:**

Date of Birth:	20-June-1991
Father's name:	Mr. Ram Manohar Goutam
Mother's name:	Mrs. Sadhna Goutam
Pan card No.:	AZCPG8345H
Language known:	English & Hindi

**DECLARATION**

I hereby said that the above information furnished in this Resume is true to the best of my Knowledge and belief, I assure you that I will do my best in any suitable post given.

Date:

Place: Bhopal

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