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| A-3, Flat No-02, Damodar Nagar, Hingne, Pune-411051 | Mob:9970309977  Email: gore.ganesh@gmail.com |

Ganesh Gore

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| Objective | To be a part of the team working for the benefit of organization by imparting my knowledge, skills and experience so as to accomplish it’s common objectives and goals. |
|  | Experience 1: Associate Manager BD, Inside Sales US & Europe with Nitor InfoTech Pvt. Ltd. Since 15th June-2012 till date   * Responsible is to provide leadership in Business Development * Positioning the company in overseas markets. * Securing Business from USA, Europe and other international markets. * Working as driving force behind the growth momentum of the Company. * People management and leading the team. * Development and delivery of effective business strategy * Prepare propose and execute annual business plans containing ROI, revenue projections and operating budget for short, medium and long term range. Responsible for business growth, targets and profitability. * Coordination with other operational functions. * Identifying future growth potential and developing strategies to achieve this. * Handling the team of 8 people. * Monitoring team performance and I am responsible for Sales Team’s daily performance * Helping team to achieve Monthly Targets * Involved in hiring new Sales team members, Training and grooming activities   Experience 2: Worked as Sr. Marketing Executive with Gaike Engineers from Feb-2010 till May-2012   * Planning the marketing activities. * Doing market research. * Handling the marketing activities and team. * Marketing the Organization products * Finding new clients. * Providing the alternate and suitable options. * Setting targets for team and motivate team members to achieve the target.   Experience 3: Worked as Customer Service officer with Mphasis BPO (an HP Company) from Nov-2006-Jan-2010   * Attending Calls & giving information about the products & solving problems * Of Customers. * Managing daily entries in computer. * Calling Customers who are not satisfied with current services they are receiving * Solving their problems.   Experience 4: Sales Executive with Century Automobiles from Nov-2003 till Oct-2006   * Attending customers and giving information about product and offering new schemes, offers and convincing them to buy it. * Keeping Fallow up to the customers. * Managing daily entries in computer. |
| Education | * Pursuing PGDM from MIT College Pune * B.C.A. Jagannath Institute of Technology & Management Delhi-2003to2006 marks 58% * Higher Diploma in software Engineering Aptech Institute. Year-2001to2003 marks 53% * H.S.C. from Shri Shivaji HighsSchool- Year: Feb-2000 marks 62% * S.S.C. from Shri Shivaji HighSchool- Year:Mar-1998 marks 43% |
| Personal Profile | Date of Birth: 22nd Feb 1982  Languages Known: English, Hindi and Marathi.  Marital Status: Married |
| Computer Skill | Outlook, MS CRM, MS Office, Internet. |
| Interests | Reading, listening to Music. |

**Date:**

Yours Faithfully,

**Place:** Pune **Ganesh Gore**