

GAUTAM. PRDEEP KUMAR



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OBJECTIVE

To work in the most challenging position with an organization that provides ample opportunities to learn and to contribute.

EDUCATION

Course	YEAR	INSTITUTION/ SCHOOL	BOARD/ UNIVERSITY	PERCENTAGE
MBA	2012-2014	BIRLA INSTITUTE OF TECHNOLOGY(Applied sciences)	BIRLA INSTITUTE OF TECHNOLOGY(RANCHI)	80%
B.COM	2009-2012	SAINTGITS COLLEGE OF APPLIED SCIENCES(KOTTAYAM)	MAHATHMA GANDHI UNIVERSITY	66%
HSE	2009	INDIAN SCHOOL DARSAT(OMAN)	KSHSB	76.6%
ICSE	2007	S.A.M SCHOOL(MALAKKARA)	CISCE	58%

ACADEMIC PROJECTS

Customer perception towards Islamic banking with special reference with expatriates:

In my research conducted for my post graduation, focus was given for "perception of Islamic banks in the minds of expatriates in Oman". The main focus fields were:

- ADMINISTRATION
- HR OPERATIONS
- CUSTOMER SERVICE AND RETENTION

SKILLS

TALLY
MS OFFICE
VISUAL BASIC
HTML
SAP BASIC

CERTIFICATIONS

CERTIFICATE FOR BUSINESS ENGLISH
CERTIFICATE PRELIMINARY COUNCIL OF EUROPE LEVEL B1 FROM UNIVERSITY OF CAMBRIDGE

CERTIFICATE FOR COMPLETION IN LINUX PROGRAMMING COURSE(2011-2012)

TRAININGS

- MEMBER OF TOAST MASTER INTERNATIONAL OMAN DIVISION FOR SELF DEVELOPMENT AND PERSONALITY

- ADVERTISEMENT

ORIENTATIONS AND INTERNSHIPS

INMA CO OMAN LLC:

Completed on the job training in marketing and sales of construction equipment division, accounts division, services and maintenance division of INMA co OMAN LLC.

ACTIVITIES & AWARDS

- First and second position “MONO ACT AND FANCY DRESS” respectively.
- Won 3rd position in table tennis.
- Won 1st position for skit.
- Won 2nd position in college cricket team.
- Won 1st position in college football team.

INTERESTS & HOBBIES

- Sports(football)
- Driving
- Swimming

PERSONAL DETAILS

Name	: GAUTAM P.K.
Date of Birth	: 11/06/1991
Sex	: Male
Marital Status	: Single
Nationality	: Indian
Languages	: English, Hindi, Malayalam, Tamil
Oman Mobile	: +96897620084
Email	: gautam.acchu13@gmail.com
Hold valid Oman driving license	
VISA Status	: Sales executive

EMPLOYMENT DETAILS:

Previously was working as marketing executive for *FUTURE PLASTICS LLC* a manufacturing company in Oman, producing HIGH PRESSURE, HDPE, UPVC fittings. I was drawing a reasonably good package with facilities including car, housing, travel allowance, bonus etc.

At present working with AL FAIRUZ TRADING AND CONTRACTING LLC looking after (PLANT&MACHINERY DIVISION) unit direct sales of following brands:

- 1) YALE FORKLIFT & WAREHOUSE EQUIPMENT(UK)
- 2) ZENITH/QGM(GERMANY/CHINA)
- 3) SCHWING STETTER(GERMANY)
- 4) TEREX-GENIE(USA/ITALY)
- 5) HITACHI HEAVY MACHINERY(JAPAN)
- 6) AMANN(GERMANY)
- 7) ASTRA& MAGIRUS(ITALY)
- 8) SANDVIK CRUSHERS(IRELAND)
- 9) SPECO(KOREA)
- 10) FURUKAWA HAMMERS & DRILLERS(JAPAN)
- 11) SOOSAN(KOREA)
- 12) SNOWKEY(CHINA)

PROFILE:

- *) **Planning** - Prior planning and segmenting of the customers before starting the customer visits.
- *) **Exploring**- Visiting existing customers to know the requirement for new products.
- *) **Market Research& Investigation**-comparison between our brands and competitor regarding pricing, technical parameters and stock availability.
- *) **Coordination** – Communicating with parts and service departments to help out the customer during breakdown, Communicating with product department to get technical specs, pricing and further new requirement also joint visits with service engineers as well representatives from the OEM to provide better after sales service to the customers.
- *)**Reporting**- Providing weekly, monthly and yearly reports to the top management of day to day activities, market stand and last best not the least future propositions for better improvement in the market share.

Yours Truly,

Gautam

GAUTAM P.K

