

**N**ame: Gaurav Mittal

D.O.B: 16th July, 1984

MBA Specialization: Telecom- System & Finance

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Objective

To expand my sphere of knowledge and to make my own identity amongst my peers; use my knowledge for the benefit of the organization and carve a good career graph for myself

**Core Competencies**

**Sales & marketing / Business Development**

* Lead generation and approaching prospective clients through various means
* Devising and implementing marketing programs to improve the product awareness and enhance business growth
* Conducting secondary and primary market research, competitor analysis, market segmentation etc. for implementing the sales promotional strategies

**Client Relationship Management**

* Being in constant touch with clients, understanding their requirements, communicating the same to the delivery team.
* Presenting the analysis of the delivery team to the clients and ensuring client satisfaction
* Ensuring high service standards for servicing clients and building and maintaining healthy business relations with clients

**Academic Qualification**

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| Qualification | Degree | Year | School/College | Percentage | Division |
| Post-Graduation | MBA - TM | 2013 | Symbiosis Institute of Telecom Management | 66.75 | First |
| Graduation | B Tech (E&C) | 2007 | Hindustan College of Science & Technology | 73.40 | First |
| XII | HSC | 2002 | St. Peters College | 74.30 | First |
| X | SSC | 2000 | St. Peters College | 78.40 | First |

Professional Experience (48 Months)

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| --- | --- |
| Organization | **Elitecore Technologies Pvt Ltd, Ahmedabad** |
| Designation | Management Trainee |
| Business Unit | Marketing & Communication |
| Responsibilities | * Responsible for designing marketing collaterals and Banners * Media management & Liaison with creative agency * Involved in crafting an effective communication messages to the target audience * Responsible for writing case studies and articles/blogs * Responsible for updating website content |
| Duration | May 2013 – Till Date |

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| --- | --- |
| Organization | **Bharat Sanchar Nigam Limited, Bangalore** |
| Designation | Nodal Officer |
| Business Unit | Consumer Mobility- Sales & Marketing |
| Responsibilities | * Responsible for making BSNL product visible through different marketing techniques * Preparing monthly sales report of E-TOP UP SIMs sold * Co-ordinated with various franchisee of BSNL * Handled a team of 3-4 members for sale of E-Recharge and SIMs |
| Duration | Sept 2009 – May 2011 |

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| --- | --- |
| **Organization** | **Bharat Electronics Limited, Bangalore** |
| **Designation** | Contract Engineer |
| **Business Unit** | Electronic Warfare & Avionics |
| **Responsibilities** | * Testing of Radar- TARANG * Team member of Production Control team in an export project * Co-ordinated with the outsourcing of various parts related to that project |
| **Duration** | Feb 2008 – Sept 2009 |

Summer Project

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| **Organization** | **mFino, Hyderabad** |
| **Business Unit** | Sales & Business Development |
| **Project Title** | Mobile Commerce for Global Emerging Markets |
| Key Deliverables & Learning | * Identification of emerging markets in m-Commerce industry * Lead Generation * Competitor Business Analysis * Gain entire knowledge of m-Commerce ecosystem * M-Commerce success cases and challenges of m-Commerce |
| **Duration** | April 2012 – May 2012 |

**Research Project**

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| **Project Title** | **Big Data: Applications and Impact in the Future of ICT Industry** |
| Key Learning | * Understanding existing data handling and mining architectures and tools * Business need for Big Data: pros and cons * Current applications in various industries, with focus on ICT * Future impact and business opportunities using Big Data |

Assignments during MBA

 Presentation on Mobile VAS & NTP 2012

 Assignment on OSS/BSS system: Mediation & Billing

 Tutorials & presentation on Cloud computing and its service models

 Revenue Assurance Framework: Revenue leakage framework and examples

Projects Undertaken

 BSNL: Project VIJAY which deals with only the Mobile and Data Cards services

 BEL: Hamilton Sundstrand which deals with the manufacturing of various chassis

 B Tech. (Major): Automatic Power Saver

Skills and Expertise

 Tools: SPSS, Tableau

 Study of ITIL V 3.0 Foundation course

 Others: MS Office, CCNA

Positions of Responsibility Held

 Active member & POC of monthly Newsletter named ‘Apex’ for my project delivery unit at BEL

 Coordinated technical support team relating to issues of 3G services at BSNL

 Coordinator of Programming test in Brilliant Foundation Committee during graduation

Special Achievements / Awards

 Secured first position in Corporate Finance in 2012 at SITM

 Stood 2nd in Memory Test competition held on occasion of HINDI DIWAS in BSNL

 Part of Group Act Play which stood 1st in GYAN JYOTI’07, a Techno-Cultural fest in Graduation College

Extra Curricular Activities

 Participated in various competitions in event Chanaksha at SITM, Pune

 Contributed voluntarily to Events Committee at SITM, Pune

 Associated with the NGO- Courtesy Foundation

Hobbies / Interests

 Travelling

 Social Networking