

Kamal Kumar Chourasia

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Career Objective

Aspiring for a career opportunity to make use of my skills & capabilities and synergize with the organization to focus on, and achieve, the long term goals that have been put into place.

A consummate professional with excellent planning, execution, monitoring, budgeting and resource balancing skills, as well the ability to handle multiple simultaneous tasks under high pressure and against tight deadlines.

Career Synopsis

- 4 years 10 months of successful experience in Generation of business and customer service in Facility management.
- Consistently met performance objectives and achieved high customer satisfaction ratings.
- End to end online tendering process & bidding.
- Conceptualize and implement sales & key account management strategies.

Work Experience

Company Name	Petra Asset & Facility Management	
Designation (Dept)	Sr. Manager Sales	
Duration	From : June 2015	To :Present
Key Responsibility Areas	<p>Significant Highlights:</p> <ol style="list-style-type: none">1. Business Development through Premium Corporate accounts.2. Conceptualize and implement sales & key account management strategies.3. Assisting the management with necessary inputs to develop new services and marketing plans.4. Developing strategies in conjunction with top management and also, keeping a track on business opportunities.5. Building MIS & market intelligence about competitors, preparing geography wise and service wise sales plans and achieving them.6. Handle client queries, lead management through CRM, new product development.7. Team Handling & Management.8. Driving new sales Revenue and Profit feasibility.	
Company Name	Vatika Hotels Pvt. Ltd. (Enviro-Facilities Management by Vatika)	
Designation (Dept)	Executive Business Development	
Duration	From : May 2013	To :June 2015

Key Responsibility Areas	<ol style="list-style-type: none"> 1. Identifying opportunities in the market and initiating contact with potential client. 2. Responsible for an area or site budget and implements cost saving, quality improvement, and/or efficiency strategies. 3. Handle client queries, lead management through CRM, new product development. 4. Cold calling to potential client & Fix Up Appointment. 5. Area mapping of various commercial & Residential regions of Delhi NCR 6. Generating Revenue. <p>Tender Documents and Bid Submission.</p> <ol style="list-style-type: none"> 1. Preparation of tender documents and budgeting for bid submissions. 2. Attending Bid meetings and understanding client requirements. <p>Client Meetings.</p> <ol style="list-style-type: none"> 1. Exchanging emails and sharing company profile with clients. 2. Financial Discussion & Deal Closure 	
Company Name	Sparkle Services Pvt Ltd .(Mumbai)	
Designation (Dept.)	Marketing Executive	
Duration	From : Aug,2012	To : April,2013
Key Responsibility Areas	<ol style="list-style-type: none"> 1. Handled front line sales, key clients and customer support for the services offered by company. 2. Effectively made outbound sales calls to new as well as existing clients for up-sell; generated in-house business and resolved customer queries for product as well as services 3. Additional responsibilities included conducting customer satisfaction feedback surveys, identifying areas of improvement and advising the same to management; preparing internal sales reports 4. Received in-house technical training for the appliances used and the services provided. 	

Company Name	CHATTERJEE CLEANING ARTS	
Designation	Marketing Executive	
Duration	From: Jan ,2011	To:Aug2012
Key Responsibility Areas	<ol style="list-style-type: none"> 1. Responsibilities included identifying prospective clients, visiting, giving demonstrations, price negotiation and closing the deal. 2. Effectively handled both online and telephonic business inquiries to generate business and to provide service solutions. 3. Streamlined daily business processes and increased productivity levels. 4. Handled entire Gujarat's marketing and training processes. 5. Done regular SWOT analysis. 6. Training manpower and housekeeping staff for all the live services. 7. Developed good rapport with customers and Competitors. 	

: April,

Education

Year of Completion	Program / Course
2008-2010	MBA in Marketing. Institute of Business Studies & Research .(Lonavala/Pune)
2003-2008	Bachelor in Commerce. Ranchi University, Ranchi

Academic Project / Dissertation

OXIGEN INDIA PVT LTD, June to September 2009

A leading service provider with a vision to create pan India Virtual Distribution Network with electronic delivery and payment of all kinds of pre and post paid services.

Objective:

To Study the growing trend of Online Mobile and Direct to Home Recharge.

Process Followed:

- Interviewed the customers based on Questionnaire method.
- Prepared the database for factors influencing the sales.
- Suggested various promotional programs

Learning:

- Understanding of customer's need and their requirement.
- An overall exposure to the mobile recharge and DTH recharge business.

Strength

<ul style="list-style-type: none">• Observant	<ul style="list-style-type: none">• Effective Communication Skills
<ul style="list-style-type: none">• Creative	<ul style="list-style-type: none">• Vigilant
<ul style="list-style-type: none">• Analytical Skills	<ul style="list-style-type: none">• Self-motivated

Personal Information

Marital Status	:	Married
Nationality	:	Indian
Language Proficiency	:	English, Hindi
Permanent Address	:	S/O Kailash Nath Chourasia Near Hind Piri Police Station. Ranchi Jharkhand-834001