**EXPERIENCE**

**1 Year in Airtel** as a Corporate sales executive

**1 Year in Tikona Digital Networks Pvt Ltd**  as a Enterprises sales Executive

**EDUCATION**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **YEAR** | **QUALIFICATION** | **INSTITUTE** | **UNIVERSTY/ BOARD** | **AGGREGATE** |
| **2014** | MBA | Acharya Institute of Management and sciences, Bangalore | Bangalore University | **62%** |
| **2012** | BBM | TSS BBM college of Raichur | Gulbarga University | **68.5%** |
| **2009** | JODC | SGSS college of Raichur | State council of vocational Education | **64.8%** |
| **2007** | S S L C | Govt High school, Gunjahalli | KSEEB | **58.56%** |

**Technical Skills**

MS - Office (Excel, word and Power paint)

Tally ERP

Adobe Photoshop

Internet Knowledge

**STRENGTH**

* Positive attitude & willingness to learn
* Superior ability to achieve immediate and long-term goals
* Time punctuality
* Self confidence

**ROLES AND RESPONSIBILITY**

**TIKONA**

* Products are **ILL, Broadband**
* B2B Selling of our product
* Handling direct sales
* Develop and Execute sales strategies
* Responsible for product promotion
* Travel throughout sales territory
* Responsible for lead generation
* End to end sales and closing the proposals
* Conduct market research for potential clients
* Cold Calling & Setting up appointments with the prospective clients
* Meet Admin and IT managers
* Understand their operational challenges
* Responsible for installation of devices
* Follow up with clients
* Ability to close deals with prospective clients
* Meet monthly sales targets
* Proficient in MS Office
* Ability to speak multiple languages like Kannada, Telugu, English
* Flexible to travel

**AIRTEL**

* **Airtel mobility ( POST PAID)**
* B2B Selling of our product
* Handling direct sales, Travel throughout sales territory
* Responsible for lead generation
* Cold Calling & Setting up appointments with the prospective clients
* End to end sales and closing the proposal

**PERSONAL DETAILS**

Name : Gururaj N

Father Name : Nagaraj

Date of Birth : 01/06/1991

Languages : Kannada, Telugu, English

Present Address : #14, Coconut Avenue Road, Maheshwari Temple Street,

Malleshwaram, Bangalore-560003

**DECLARATION**

Hereby I declared that the above written particulars are true to the best of my knowledge and belief

Thank You,