

CURRICULUM VITAE

MAN MOHAN CHAURASIA

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Address:

Flat No.- 703, T2, Panchsheel Hynish

Plot No. 8, Sector 1, Greater Noida, UP

Objectives

“To obtain a challenging and responsible position in an organization where I can utilize my skills in contributing effectively for the success of the organization and always acting for my organizational interest”.

Work Experience

Currently working in Case New Holland Construction Equipment (India) Pvt. Ltd. as a Sales Executive in NCR from 29th January 2018.

Job Responsibilities

- ❖ Responsible for sales of Road Equipment such as Motor Grader, Soil Compactor, Tandem Roller & Backhoe Loader.
- ❖ Responsible for marketing research for Lead Generation.
- ❖ Attend or Organize customer meet for promoting products as well for better CRM (Customer Relationship Management)
- ❖ Identifying potential customers in the market
- ❖ Identifying the customer's current and future requirements.
- ❖ Demonstrating products, services and solutions to potential clients.
- ❖ Preparing and delivering marketing plans with key objectives.
- ❖ Generating enquires and converting them to customers.
- ❖ Cracking new business avenues through cold call.
- ❖ Meeting with customers.
- ❖ Handling Customer queries for their Satisfaction and for Creating New Business Avenues.
- ❖ Analyzing Competitor Activities and Reporting to Related Officers.

Previous Experience

- **Worked in Action Construction Equipment Ltd. as a Area Manager in Lucknow from 10th Aug. 2017 to 19th Jan. 2018.**

Job Responsibilities

- ❖ Responsible for sales of Road Equipment such as Motor Grader, Soil Compactor, Tandem Roller & Backhoe Loader in Uttar Pradesh.
- ❖ Responsible for marketing research for Lead Generation.
- ❖ Attend or Organize customer meet for promoting products as well for better CRM (Customer Relationship Management)
- ❖ Identifying the customer's current and future requirements.
- ❖ Demonstrating products, services and solutions to potential clients.
- ❖ Meeting with customers.

- **Worked in KYB-Conmat Pvt. Ltd. as a Sr. Executive in Lucknow from 12th Oct. 2012 to 07th Aug. 2017.**

Job Responsibilities

- ❖ Responsible for sales of Construction Equipment such as Concrete Batching plant, Transit Mixer & Paver in Uttar Pradesh.
- ❖ Responsible for marketing research for Lead Generation.
- ❖ Attend or Organize customer meet for promoting products as well for better CRM (Customer Relationship Management)
- ❖ Identifying the customer's current and future requirements.
- ❖ Demonstrating products, services and solutions to potential clients.
- ❖ Meeting with customers.

Educational Qualification

Year of passing	Qualification	College/School	University/Board
2012	MBA (Marketing)	M.J.P. Rohilkhand University, Bareilly	M.J.P. Rohilkhand University, Bareilly with 68.68%
2010	BCA	IFTM, MORADABAD	M.J.P. Rohilkhand University, Bareilly with 74.80%
2007	12 TH	GHSS, ZIRO	C.B.S.E with 53.60%
2004	10 TH	GHSS, ZIRO	C.B.S.E with 61.00%

Summer Training

Project Title : “Study of sales & distribution and marketing of ICICI prudential life insurance Company”.

Organization: ICICI Prudential Life Insurance Company Limited, Bareilly.

Core Competencies

Sound Knowledge of M.S. Word, power point, Internet operation.

Strengths

Co-ordination, Good listener, excellent grasping power, hard working, committed towards work, Can adjust in any kind of situation in the organization and work effectively in team as well as individual.

Extra Curricular Activity

- ❖ Attend a national seminar on EFFECTIVE LEADERSHIP held at M.J.P.R.U. Campus, Bareilly.
- ❖ Participated in cricket tournament held at M.J.P.R.U. Campus, Bareilly.

Hobbies

Listening songs, playing cricket, playing computer games, net surfing.

Personal Details

Father's Name : Mr. Kaushal Kumar Chaurasia
Mother's Name : Mrs. Chinta Rani Chaurasia
Date of birth : 07th Feb. 1990
Marital status : Married
Nationality : Indian
Permanent Address : H.No. 131, Village- Halpur, Dist.- Ballia, Pin-277213, UP
Present Address : Flat No.- 703, T2, Panchsheel Hynish, Plot No. 8, Sector 1,
Greater Noida, UP

Declaration

I hereby declare that all the information provided by me in this application is factual and correct to the best of my knowledge and belief.

Place :

Date :

Man Mohan Chaurasia