**Gourav Shah**

**Mob.no**:- 094245**-**76245

**E-mail:-** gouravshahpimr1315@gmail.com

**Profile Summery**

Good Comprehension of company practices processes and Experience in Working with team members from different cultures. A team player with strong in analytical skills and ability to adhere to the most demanding schedules with soft skills including excellent Communication and also a Fast learner containing multi-tasking abilities.

**Working Experience**

**Bharti Airtel Ltd. Duration – (Aug. 2015– Present)**

**Designation – Sales Executive**

* Cold Calling data generating for Postpaid SIM.
* Generating leads from Corporates of Indore.
* Proposing Postpaid plans for corporate as per requirement.
* Minimizing the churn for new business.
* Daily monthly & Quarterly Report Preparation.
* Monthly review with key Accounts for new activation and to overcome problems.
* Participation in promotional activities of Company.
* Maintaining regular contact with customer and provide customer satisfaction.
* Developing relations with the top corporate authorities.

**Jain’s Bakes Pvt. Ltd. Duration – (June. 2012 – May 2013)**

**Designation – Sales Executive**

* Appoint Distributor for **Trupti Jain’s Bakes & Beans**
* Visual merchandising of Goods.
* Promotion of offers and enclosing deals.
* Meeting Sales target.
* Co-ordinate in Promotional activities (Exhibition, and Brand Promotion activates)
* Oversee proper implementation and “hand-off” of client from sales to services.
* Daily monthly & Quarterly Report Preparation.
* Clients handling, Grievances handling.
* Managing relationship with existing accounts and taking out business from them.

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| **Summer Internship** |

**Pepsi Co India Duration – (May 2014 - July 2014)**

* Survey regarding dealer services.
* To enhance brand visibility.
* Ensure visi-coolers purity.
* Availability of stock.

**Academic Qualification**

## M.B.A from Prestige institute of management & Research, Indore (2015)

## B.com Gujarati Innovative Collage, Indore (2012)

## H.S.S.C. from M.P Board (2008)

## H.S.C. from M.P.Board (2006)

**Professionalism**

* Ability to work in high-stress environments.
* Basic knowledge of sales and marketing strategies.
* Handles rejection well.
* Tactful – to generate positive company image.

**IT skills**

* Photoshop, M.S Office, Web Browsing

**Co-curricular Activities**

* Worked as Joint Secretory of Marketing Club in PIMR
* Active member of Rotaract Club in PIMR
* Hospitality Committee Head in inter collage Event Manthan 2014

**Personal competencies**

* Self-motivated
* Target driven.
* Dedicated and hard working.
* Initiative

**Hobbies**

* Travelling
* Gym and wellness
* Listening music

**Personal Details**

Name: - Gourav Shah

Father's Name: - Mr. Lokendra Shah

Date of birth: - 17th Oct 1989

Sex: - Male

Languages Known: - English, Hindi

Nationality: - Indian

Address: - 203/677 Sector -A Mahalaxmi Nagar Indore

**Declaration**

I Gourav Shah declare that the information given above is true and correct up to the best my knowledge.

Place: Indore Gourav Shah

Date: