**GAURAV TRIPATHI** E-mail :[gtripathi105@gmail.com](mailto:gtripathi105@gmail.com)

14/7 Surjupur, post-kaiprganj, Raebareli, U.P. Contact No.-8299021571,9554890077

CAREER OBJECTIVES:

To emerge as a dynamic person capable of taking charge of any situation and developing capabilities in **people management, lateral thinking** and **decision making.** I am **honest, self motivated** and **hard working** professional having **positive attitude** towards my career and life.

PROFESSIONAL EXPERIENCE:

Toppr.com Team Manager(sep-2018 to till date)

*Key Responsibilities:*

* Handling team of 15 academic consultants and drive sales through them.
* Responsible for student enrollment through team.
* Responsible to align leads to my team and track them.
* Responsible to update students as well as my tem about various schemes and offers.
* Responsible to maintain the daily sales report of my team.

Mahindra holidays & resorts India limited. Direct Sales Manager(july-2016 to sep-2018)

*Key Responsibilities*:

* Responsible for member acquisition.
* Responsible to promote the service in my territory.
* Responsible to update members about various schemes and offers.
* Responsible to do membership tie-up with corporates and institutions.
* Responsible for booking of customers and to work on their feedback accordingly.

K. Lal foods& beverages. Sales Manager (june-2013 to july-2016)

*Key Responsibilities*:

* Responsible for appointing distributors for ‘Namkeen Division’ of the company.
* Regularly visit channel partners to ensure consistent supply to rural areas in order to achieve product penetration.
* Ensure that all the channel partners are updated about the various schemes and offers from the company.
* Responsible to guide my team of executives for their better performance & to achieve the given targets.

ADRI Technologies Ltd. Executive –sales &marketing (July-2011 to june-2013)

*Key responsibilities*:

* Responsible for sales in **corporate** and **institutions**.
* Dealing in internet lease lines in Lucknow territory.
* Target institutions & companies to achieve the given targets.
* Target to provide better service to my alien customers.
* Responsible to generate leads through yellow pages, internet, personal contacts etc.

EDUCATION:

* Graduate, B-Tech. in Electronics & Communication Engineering from S.I.E.T. ALLAHABAD, affiliated to Gautam Buddha Technical University in 2011.
* 12th from New Standard Public School, RAEBARELI, U.P. Board in 2006.
* 10th from Government Intermediate College, RAEBARELI, U.P. Board in 2004.

ADDITIONAL QUALIFICATION:

* Windows 98/2000/XP,MS-office

EXTRA CURRICULAR ACTIVITIES:

* Coordinator of Eureka “10 events.
* Winner in dance competition in EUREKA “10 events.
* Head Coordinator of EXCELLENTIA "11 sports.

**DECLARATION:**

I hereby declare that all the above mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above mentioned particulars.

**Date:**

**Place: (Gaurav Tripathi)**