**RAGHVENDRA SINGH BHADAURIYA**

###### Mob: +919753113320

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**Valid Driving License of UAE & India**

**Personal**

**Profile**

Being a Marketing and Finance graduate with 4 years of Managerial Exp. in Real Estate Industry of Dubai and India. I want to obtain a position in a reputable firm where I can maximize my management skills, quality assurance, program development and training experience.

**Core**

**Competencies**

Sales & Marketing Training/Development Product Management

Positive Attitude Team Management Eye for Detail

Marketing Analysis Goal Oriented Approach Product Promotion

Competitive Analysis Selling Ability Strong Creative Skills

Excellent Interpersonal Communication Skills.

**Organizational**

**Scan**

**February 2014 to Present**

Al Zad Real Estate, International City, Dubai, UAE as Asst. Marketing and Sales Manager

* Reports to Sales & Marketing Manager in day-to-day operations and tasks.
* Managed activities regarding marketing, sales, promotional strategies, promotional activities, customer
* Manage, coordinate and motivate company sales and marketing functions to achieve required sales targets.
* Help to implement processes, procedures and tools to maximize the productivity and performance of the sales and marketing functions and to facilitate integration with other departments such as Finance, Development, Technical Interface Office, etc.
* Help to Plan, develop and execute sales & marketing strategies.
* Conduct Market Research to develop an understanding of the competition, opportunities and customers
* Develop and coordinate sales release cycle and methodology, optimizing product take-up rates and pricing, based on customer requirements for products and services and project revenue needs.
* Work closely with company Corporate Communications department to blend the direct sales/ marketing requirements with broader communications strategy and creation of product collateral.
* Procure and manage external sales & marketing agencies as required.

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| **October 2011 – November 2013**  Royal Colonizers Builders and Developers, Indore (India) as Asst. Marketing Manager |

* Managed activities regarding marketing, sales, promotional strategies, promotional activities, customer
* Acquisition & customer relation management.
* Responsible for the consistent profitability and growth of the portfolio, through market intelligence and competitors study.
* Provided suggestions and feedback of management for new product introduction, new promotional strategies and various methods to increase the market share of all brands
* Attended briefing meetings and brief promotional and marketing strategies to the field staff.
* Undertaken field tour to get update with the market trend, strategy implementation and provided feedback on competitor’s activity.
* Analyzed internal sales data.
* Ensure the field staff is adequately trained on new developments regarding products and are adequately equipped to handle customer and also provide good customer service and information.
* Established successful account relationships with customer,built rapport and maintained consistent communication.

**Scholastic**

**2012** MBA (Marketing & Finance) from DAVV Indore (India) with 68.3%.

**2010** BBA (Finance) from Prestige Institute of Management, Gwalior (India) which is affiliated with Jiwaji University Gwalior (M.P.) with 66.89%.

**2007** Higher Secondary from MP Board Bhopal with 77.4%.

**2005** Secondary from MP Board Bhopal with 79.2%.

**IT**

**Forte**

* Proficient MS Office Applications particularly in Outlook, Word, PowerPoint and Excel.
* Experience in creating Presentation.
* Internet Application.

**Extra-Curricular Activities**

* First prize in debate competition in college.
* Completed personality development classes from Sanjay Gandhi Memorial (SGM) institute, which is No.1 in Indore (M.P.).
* Head of cultural activities in college level.
* Attended the International Scout Jamburee of **2005** in Haridwar (India).
* I can memorize fifty objects with sequence in **7** minutes.
* I topped my district in meaning & verb competition in 6th & 7th standard.
* In **2006-2007,** I was chosen prime minister of student election of Govt. Excellence School, Bhind (India).

**Passport Status**

**Passport No :** L1144836.

**Valid Till :** 6thMay2023.

**Personal Snippets**

**Date of Birth :** 5thAugust 1990

**Residential Address:** Village and Post-Jari, Dist. Bhind (M.P)

**Gender :** Male

**Nationality :** Indian

**Marital Status :** Single

**Date: RAGHVENDRA SINGH BHADAURIYA**