**RAVI AHUJA**

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**Objective:** Seeking middle level assignments in sales & marketing with leading organizations.

**Brief Summary**

**5 years of experience in Real Estate Industry as a MANAGER(SALES). 4 years experience in Aviation industry as an INFLIGHT MANAGER** Client Servicing, and Team Management with well known organization.Adept in managing business operations with focus on achieving company’s goals.An enterprising leader with excellent planning, organisational & interpersonal skills.

**Areas of Exposure**

*Sales and Marketing*

* Overseeing sales and marketing operations, thereby achieving increased sales growth.
* Conducting detailed market study to analyze the latest market trends and tracking competitor activities and providing valuable inputs for fine tuning the selling and the marketing strategies.
* Maintaining MIS and rendering the same to all the levels of management whenever required.

*Client Servicing*

* Ensuring speedy resolution of queries / grievances to maximise satisfaction levels.
* Maintaining excellent relations with clients to generate avenues for additional business.

*Team Management*

* Leading, training & monitoring the performance of team members to ensure efficiency in sales operations and meeting of individual & group targets.
* Scheduling individual/ team assignments to achieve the pre set goals within time, quality & cost parameters.

**Career Highlights**

**Worked as a MANAGER (SALES) from April 2013 to Jan 2016 with UMANG REALTECH FDI COMPANY.Handling Both ( Direct Sales & Channel Sales )in Gurgaon.**

**Worked as a MANAGER (SALES) from Jan 2011 to March 2013 date with EARTH INFRASTRUCTURE Ltd.**

**Worked as an INFLIGHT MANAGER from Jan 2007 to Jan 2011with KINGFISHER AIRLINES.**

**Notable contributions (UMANG REALTECH & EARTH INFRASTRUCTURE)**

* To appoint channel partners and generate business from them.
* To look after direct sales by taking care of walkin customers
* To generate maximum revenue for the company from the direct client .
* To give presentations in Corporates with exclusive deal to get the bulk bookings.
* To generate leads by conducting events in high end societies and close them in a very positive manner.
* Assisting marketing team with the inputs.
* In align with the competetion,to update our further strategy.

**Notable contributions (KINGFISHER AIRLINES)**

* Handled a team of 6 member during the flight
* Leaded the pre-flight & post-flight sessions.
* Complete in-flight customer experience management.
* Taking care of complete safety procedures.

**NOTEWORTHY ACHIEVEMENTS**

* Received Ample of Appreciation Letter in Kingfisher Airlines from the year 2007-2010 for exceptional performance .

# Academic Credentials

2002 DONE HIGH SCHOOL FROM C.B.S.E BOARD

2004 DONE INTERMEDIATE FROM C.B.S.E BOARD

2007 DONE B.COM FROM KANPUR UNIVERSITY

**Personal Details**

Address : SAMRIDHI APPARTMENT C1B-101 SEC 18 B DWARKA.

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Date of Birth : 23 NOV 1985

Marital status : Married