KRISHNA SINGH RAWAT

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#### CAREER OBJECTIVE

**“To work with in a stimulating environment where I can apply & enhance my knowledge and skill to serve the firm to the best of my efforts. And I also wants to be the role player for the overall growth of the organization. I am ever keen to acquire some new professional keys to climb the corporate ladder by honesty and hard work.”**

#### Area of specialization

#### Marketing / Sales

#### Career summary

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|  | * Marketing /sales professional with 2 years and 6 months of rich work experience. * Expertise in the area of both retail and corporate sales, client acquisition, revenue generation, client handling, negotiation, planning, follow-ups, sales pitch, sales closers and team work. * Good experience of retail as well as corporate sales * Client interaction face to face meetings. * Proficient in client acquisition. * Compatible in team environment and able to work well independently without any supervision. * Providing complete and accurate demonstration of product and company profile. * Client servicing. |

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| **Key skills** | * Core sales * Ability to identify client needs and demands and pitch the product accordingly. * Client on boarding * Takes care of client retention * Ability to identify the right client segment and market place to grap the business opportunities. * Set the goals to achieve the sales targets. * Possess good communication and interpersonal skills. * Excellent sales and negotiation skills * The ability to motivate and lead a team * The ability to work under pressure. * Guts to take ownership/accountability of the company |
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| **Currently working with**  **Job**  **Responsibilities**  **Previous organization**  **Responsibilites** | **India property.com** (27th Aug.2014 to till date)   * New client acquisition. * Approaching builders and brokers for online space selling over company’s portal. * Maintain relationship with new client along with existing clients. * Achieve the Sales targets with ensuring best customer services. * Planning and implementing new strategies to achieve the sales targets. * All marketing activity for our product. * Identify and determine new market for the Company * Preparation of weekly, monthly reports and sales plan for business development. * Mapping existing competition in the market and formulating methods to counter the same.   **Danik Jagran** (city plus) from 8th April 2013 to August 2014   * Space selling for Daink Jagran (Hindi daily News Paper). * Client acquisition and maintain relationship with the existing clients. * Build-up relationship with the media agencies to explore the business * Data mining, cold calling. * Planning and implementing strategy to maximum revenue generation. * Prepare the proposals, quotations and sales report reports. * Supervision of circulation channel. |
| **Current CTC** | 4.2 lac |

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**PROFESSIONAL EXPERIENCE**

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| **Post Graduation** | **PGDBM** From New Delhi Institution of management, & **MBA** from to Punjab technical university, Jalandhar.( 2013) |
| **Graduation** | **B.sc** From Kumaun University Nanital. (2010) |
| **Intermediate** | **Higher Secondary** From GIC Almora (Uttarakhand).(2005) |
| **Matriculation** | From (Uttaranchal Board) Almora. (2003) |
| **IT skills** | Basics of computer  Ms-Office  Internet surfing |

**ACADEMIC QUALIFICATION**

**CERTIFICATION**

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|  | * Aptech diploma of 1 year in (2010). |

**PROFESSIONAL ATTRIBUTES**

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|  | * Good communication skills. * Innovative and highly motivated * Good planning and organisational skills. * Accountable, adaptable, Enthusiastic and focused. * Commitment to excellence, go getter. * Disciplined and respectful |

**ACHIVEMENTS**

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|  | * Experience of more than 2000 client interaction. * Approx. 190 on-board clients. * More than 20 retain clients. * Seven times performer of the month. |

**HOBBIES**

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|  | * Interaction with various kind of peoples * Bike Riding, playing cricket. * Participating in debates |

**PERSONAL INFORMATION**

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| **Name**  **Date of Birth**  **Father’s Occupation**  **Permanent Address**  **Nationality**  **sex**  **Marital Status**  **Language known** | Krishna Singh Rawat  22nd may1986  Educator  New Indira colony, Almora (Uttarakhand) Pin-code-263601  Indian  Male  Single  Hindi, English, Kumauni, Punjabi |
| **Phone Number** | +91-8588818650 |

**Declaration:** I hereby declare that all the above information is true & correct as per best of my knowledge and belief.

Yours Faithfully, Date:……………………………

Krishna Singh Rawat Place: New-Delhi