**SUMIT GAUR**

Gaur Ganga Appartments, Vaishali, Sec-4, Ghaziabad, U.P

8527073882, sumitgaur22sept@gmail.com

**OBJECTIVE**

Result driven IT professional aspiring for a career to utilise acquired skills and knowledge in achieving organizational goals, while attaining personal and professional growth.

**CAREER SUMMARY**

* Professional with around 3 years of successful new business development and sales leadership experience in IT domain.
* Hands on expertise in business development and designing strategic plans.
* Result-focused and quality driven professional who believes in going an extra mile for achieving targets.
* Ability to hold and bond old clients and retain their relationship.
* Can work well in both team environment and individual assignments.
* A motivated team player utilising excellent communication, interpersonal skills with strong analytical mind-set to learn quickly, to analyse the situation, identity requirements and provide solutions.
* Exceptional leadership qualities with a pleasant personality.

**PROFESSIONAL EXPERIENCE**

**SHAF Broadcast Pvt. Ltd, Delhi**

Business Developer (March 2014 – February 2017)

**JOB DESCRIPTION**

* Developed and maintained good relationship with existing as well as new clients.
* Developing,coordinating and implementing marketing plans designed to maintain and increase existing business and capture new opportunities.
* Arrange business meetings with prospective clients.
* Promote the company’s product/services addressing.
* Attracting new clients and identifying new markets.

**SHAF Broadcast Pvt. Ltd, Delhi**

Support Engineer (March 2013 – February 2014)

**JOB DESCRIPTION**

* Diagnosing and resolving technical issues.
* Provide desktop and server support.
* Setting up and configuring new core servers.
* Installing authorised software to core servers.

**PROJECT WORK EXPERIENCE**

HDTV ( First Doordarshan Post Production HD Studio(2013) )

* As part of technical team for installation, project supervision in term of technical, non-technical, customer relation, meeting agenda for the project etc, after commission services support.
* Project management and coordination with customer during the project handling.Technical support, product demo on client site. Meeting coordination with product partners and discussions etc.

**PROFESSIONAL QUALIFICATION**

* UPTU University | B-Tech (E.C.E) with 61%[2008-2012].
* CBSE Board | XII with 64.4%[2008].
* CBSE Board | X with 64.2% [2006].

**TECHNOLOGY SUMMARY**

Key Skills:

* Customer relationship management, Process development.

Technical Skills:

* PACKAGES - MS Office ( Word, Excel, PowerPoint ).
* Language and Networking – C, TCP/IP, LAN/ WAN.

**TRAININGS /CERTIFICATIONS**

* Undertook a 4 weeks industrial training at Doordarshan Kendra, Delhi.
* Two months course in C- Language from NIIT, Meerut.
* Appeared in the National IT aptitude test.
* Won first prize in Dance and Modelling Competition in 2011 held at college campus fest.

**PERSONAL PROFILE**

Name : Sumit Gaur

Gender : Male

Mother’s Name : Mrs. Saroj Gaur

Father’s Name : Mr. P.K Gaur

Date Of Birth : 22-09-1990

Nationality : Indian

Marital Status : Single

Hobbies : Playing Cricket , Dancing.

**DECLARATION**

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

**Date : (SUMIT GAUR)**