**Curriculum Vitae**

**Personal Detail**

Name : Gaurav Kumar

Date of Birth: 01 April 1985

Address: sec 2B Vasundhra

Ghaziabad

Marital Status; Married

Email : gaurav.dreamz16@gmail.com

Phone : 8860787285

**Professional Synopsis**

* MBA with more than 6 years experience
* years of experience in real-estate & logistics sector in the domain of Sales & Marketing and Customer Services.
* Worked with 'Realtree Homes Pvt. Ltd' as Sales Manager (Team Leader) from Feb 2012 to Dec 2014.
* Worked with 'Investors clinic as Online Sales Manager from Jan. 2015 to July 2016

**Present Employment Details**

**Right now working with 'Maple logistics (Worlds Window Group)' as Asst. Manager (Team leader) and looking after sales & Operation for customer service at corporate level from July 2016 to till now**

**Responsibilities in Maple Logistics**

* Meeting With Exporter/Importer,CHA,Freight forwarder etc
* Generating Leads & getting tie up with company to increase business
* Marketing ICD Loni. Timely railout the container.
* Team leader, Co-ordination with team executives and various inter-linked departments.
* Coordinating with back office staff and MIS update
* Seeking vehicle from market & getting attaché with company.
* Timely execution of vehicle for satisfaction of client
* Placement of vehicle Dadri to Mundra,Nava shiva,Moradabad,Haridwar,Rudrapur etc

**Core Competencies**

***Sales & Marketing***

* Managing sales and marketing & operations.
* Innovating and implementing marketing strategies to fulfill market requirements.
* Conducting competition analysis, thus keeping abreast the emerging market trends and putting in efforts to achieve market share metrics.

***Relationship Management***

* Handling customer queries for better customer satisfaction.
* Identifying prospective clients, generating business from the existing clientele in the pursuit to achieve business targets.
* Interacting with the clients and channel partners on a regular basis and entertaining their queries, complaints and other concerns.
* Getting business from CHA ,direct company & freight forwarders
* Driving sales efforts through efficient other dealer network.
* Working for ICD CFS Marketing.

**Responsibilities in Real estate**

* Management of all marketing activities.
* In-charge of handling the residential as well as the commercial projects coming up in Noida, Greater Noida and Yamuna Expressway.
* Conducting regular meetings with clients to fulfill their information needs.
* Conducting and taking active part in Exhibitions, thus promoting of our Product.
* Attending related meetings and conferences and updating Industry Information.
* Preparing the marketing plan with inputs from team members.
* Market Research

**Achievements**

* Have been significantly successful in meeting targets, implementing new market strategies and operational plans.
* Exceeded the performance expectations set for me in discharge of my professional duties.

**Language Proficiency**

Hindi, English and Punjabi.

**Educational Qualification**

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| --- | --- | --- |
| **Year** | **Course** | **Institute** |
| 2007 | B.A. in Economic | Hindu College Moradabad) |
| 2011 | MBA in Marketing | GNIT Greater Noida |

**Strengths**

* Open to new ideas;
* Eager to take up new and challenging tasks;
* Excellent at managing 'Inter Personal Relations';
* Good at initiating Corporate Communications;
* Creative at managing team and amicably leading them;
* Inherently good at 'Product Positioning & Branding'; and,
* Expert in conducting focused Group & Market Research.

**Hobbies**

* Travelling and Listening Music; and
* Observing market dynamics.