**GIRISH CHANDRA NAILWAL**

[Girishnailwal93@gmail.com](mailto:Girishnailwal93@gmail.com) | DOB: 18 August 1993

Phone: +91-8881511715

|  |  |  |
| --- | --- | --- |
| **EDUCATIONAL QUALIFICATION** | | |
| **Year** | **Degree** | **Institute/ School** |
| 2015-17 | MBA (Marketing& Finance) | ShriramInstiute of Management & Technology |
| 2011-15 | Bachelor of Arts (Kumaun University) | P.N.G.P.G College , Ramnagar (UK) |
| 2010 | XIIth (UK Board) | M.P.H.I.College ,Ramnagar |
| 2008 | Xth (UK Board) | U.S.R. Indu Inter College |

|  |  |  |  |
| --- | --- | --- | --- |
| **PROFESSIONAL EXPERIENCE** | |  | |
| **February 2017-Current** | **Process Technologies** | | **Business Development Executive** |
| **Roles and Responsibilities** | **Business Development**   * Attended and contributed to daily operational and sales meetings. * Conducting daily sales calls,Demos and support for existing customers and new customer. * Maintaining the sales records, Meeting sales target. * Coordinated payment, Shipping and installation of equipment. * Solution based sales approach in matching products with the right prospects. * Successful in closing appointment through Cold calling. * Maintained Friendly and Professional customer interactions. * Answered customers question regarding Product, Pricing and time lines. * Managed a Sales Team. * Collected quality data for active Business leads. * Managed accounts from start to finish. | | |

|  |  |  |  |
| --- | --- | --- | --- |
| **PROFESSIONAL EXPERIENCE** | |  | |
| **3**  Months Experience in “GATI KWE” |  | |
| **BD EXECUTIVE** |

|  |  |  |  |
| --- | --- | --- | --- |
| **PROFESSIONAL EXPERIENCE** | |  | |
| **January 2014- March 2015** | **Offshoot Agency Pvt Ltd** | | **Customer Care Executive** |
| **Roles and Responsibilities** | * Meet monthly performance objectives including Call quality, Attendance, punctuality and call handle time. * Handle customer complaints and concerns. * Listened and resolved customer concerns. * Handled escalated call efficiently. * Support management through daily, weekly & monthly reports. * Promoting company products and monthly plans. * Trained new employees. | | |

|  |  |  |  |
| --- | --- | --- | --- |
| **SUMMER INTERNSHIP** | | **1 month** | |
| **June 2016- August 2016** | **Kumaun Diesels, Kashipur (Uttarakhand)** | | **Market Research** |
| **Field Operations** | **Organisation: Kumaum Diesels, Kashipurr (UK)**  **Duration of Project:** June’2016 – August’2016  **Responsibility on Project: Market Research on CEAT Tyre market shares of kumaun diesels ,kashipur (Uttrakhand)** | | |

|  |  |  |
| --- | --- | --- |
| **EXTRA CURRICULAR ACTIVITIES AND INTERESTS** | |  |
| **Positions of Responsibility** | * Attended “India 2020” seminar in 2016 during my post-graduation period. * Won College Cricket tournament as a Caption during my MBA program. * Awarded “Silver” in relay race during my graduation period. * Won “Silver” in Table Tennis in 2016 & “Gold” in Table Tennis in 2017. * Nominated as “Runner Up” in Badminton during MBA program. * Won “Silver” in 100 meters in 2016 and “Bronze” in 100 meters in 2017. * Won “Silver” in 200 meters in 2017. * Won “Gold” in Kabaddi during MBA program | |

**Declaration**

I, Girish Chandra Nailwal, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
Girish Chandra Nailwal New Delhi