**RAHUL VERMA**

Address - Sector - 15, Noida,201307

Contact No. –7417937137 E-mail - mrverma46@gmail.com

**OBJECTIVE**

* I aspire to be a competent professional in a challenging and productive environment, by utilizing my skills and expertise for constant value addition for the overall benefit of the organization.

**CAREER SKILLS**

* 4.7 years of experience in Channel sales, new business development, key accounts management.
* Demonstrated abilities in developing business by gaining new contracts, more revenue generation from existing business.
* Possess good interpersonal skills that are used while interacting with clients towards ascertaining requirements and delivering need based solutions.

**PROFESSIONAL EXPIERENCE**

**A)**

* Name of company TCI Express (A Division ofTransport Corporation of India Ltd.)
* Designation Business Development Officer
* Location Ahmedabad (Gujarat), Gurgaon (Haryana)
* Duration July 2014 to July 2016

**B)**

* Name of company Axpress Logistics India Pvt. Ltd.
* Designation Key Account Manager
* Location Rudrapur (Uttarakhand)
* Duration July 2016 to June 2018

**C)**

* Name of company EXL India (A Division of Jaipur Golden TransportCompany Pvt. Ltd. )
* Designation Consultant Sales
* Location Okhla , New Delhi.
* Duration June 2018 to Present

**Highlights:**

**EXL India (A Division of Jaipur Golden TransportCompany Pvt. Ltd.)**

Posted at Okhla Branch as a Consultant Sales

* Gathering market and customer information.
* Manage completely the assigned contractual customers, through building relationships, regular meetings, better understanding and data analysis.
* Identify new potential customers.
* Gaining a clear understanding of customer's business and requirement
* Post Sales coordination with the clients in terms of their operational queries and addressing their issues by regular follow ups and feedback.

**Axpress Logistics India Pvt. Ltd.**

Posted at Rudrapuroffice as a Key Account Manager.

* Meeting up clients for business closure.
* Developing business with the help of new potential customers in the market.
* Gaining a clear understanding of customer's business and requirement.
* Timely collection of payment from customer.
* Gathering market and customer information.
* Maintaining and developing relationship with existing customers.

**TCI Express (A Division ofTransport Corporation of India Ltd.)**

Posted at Corporate office Gurgaon as a Business development officer.

(July 2015 – July 2016)

* Developing business with the help of new potential andexisting customers in the market.
* Handling major customer.
* Timely collection of payment from customer.
* Gaining a clear understanding of customer's business and requirement.
* Maintaining and developing relationship with existing customers.
* Coordination with Branches by visiting there for new business development.

Posted under Ahmedabad Region at Ahmedabad controlling office as a Business development officer.(July 2014 – July 2015)

* Developing business with the help of the new potential andexisting customers in the market.
* Handling major customer.
* Timely collection of payment from customer.
* Coordination with 25 Branchesunder Ahmedabad controlling office by visiting there for new business development.

**PROFESSIONAL QUALIFICATION**

* Course - M.B.A
* University - TeerthankerMahaveerUniversity, Moradabad. (U.P.)

**SPECIALIZATION**

* Marketing Management
* Human Resource Management

**ACADEMIC QUALIFICATION**

|  |  |  |  |
| --- | --- | --- | --- |
| **YEAR** | **DEGREE/EXAM** | **INSTITUTE** | **BOARD** |
| 2010-12 | B.com | J.S.DegreeCollegeAmroha (U.P) | M.J.P.R.U Barielly |
| 2008-2009 | 10+2 | I.M.Inter college Amroha (U.P) | U.P.Board |
| 2006-2007 | 10th | I.M.Inter college Amroha (U.P) | U.P.Board |

**ACHIEVEMENTS**

* Got the certificate of Participation in the Entrepreneurship Exhibition “Udhyamita”
* Got the certificate of participation in the International Conference “Sustainable Development; Challenges, Issues & Practices

**STRENGTH**

* Self Motivated
* Positive Attitude

**HOBBIES**

* Travelling,
* Communicating with people.

**PERSONAL VITAE**

Name : Rahul Verma

Father’s Name : Mr.PramodVerma

Mother’s Name : Mrs.SunitaVerma

Date of Birth : 02-07-1991.

Marital status : Single

Gender : Male

Nationality : Indian

Language Known : Hindi &English

Address : Bazar KatraGulam Ali, Distt- Amroha (U.P), 244221.

**DECLARATION**

I hereby declare that all the information mentioned above is true as per my knowledge and belief.

Date:

Place: RAHUL VERMA