



Resume Summary

Personal Information

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|-------------------|---------------|
| Name: | Jay Gupta |
| Sourced For: | Php Developer |
| Current Location: | Bengaluru |
| Age: | 28 |
| Language: | Hindi |
| Gender: | Male |

Candidate Rating:

Work Experience

| | |
|-------------------|--------------------|
| Company: | Market Research |
| Position: | Software Developer |
| Current Salary: | 1308000 |
| Expected Salary: | 1500000 |
| Total Experience: | 1..7 |
| Notice Period: | 0 |

Education

| | |
|---------------------|---|
| Degree: | Master of Business Administration(MBA) |
| Year of Graduation: | 2020 |

Navnit Tripathi

Date of birth: 14th September 1989

Nationality: Indian

Bhagwati Niwas, 47/1, Flat no 203,
2nd Floor, Dwarka New Delhi - 110078

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Objective:_____

- To be a part of an organization where management recognizes and rewards the effort & performance of the employees and provide challenging assignments in Corporate Sales& Business development and requisite growth opportunities that could eventually contribute to the success of the establishment.

Experience 6 years+:_____

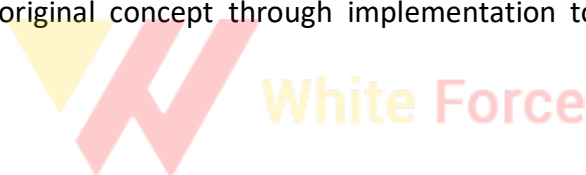
- **Corporate Sales Manager** in **Poptailor** Gurugram since October 2018 to till now.
- **Demand Manager** in **Oravel Stays Pvt Ltd (OYO Rooms)**, Gurugram since September 2015 to September 2018.
- **Senior Sales Executive** in **Arise India Limited** New Delhi since September 2013 to September 2015.

Qualification:_____

- **MBA (Marketing)** from **AIMS INSTITUTE** Pune in 2013.
- **B.COM** from **AWADH UNIVERSITY** Pune in 2011.
- **+2(Commerce)** from UP Board in 2007.

Professional Synopsis: _____

- A dynamic professional with over 6.8 years of experience in Corporate Sales & Business Development manager, Corporate Client Relationship Management and corporate Management into B2b Sales, Team handling
- Presently and past 3 company associated with experience
- **Poptailor.Com – Textile Industry – 1.8yr Till Now**
- **OYO ROOM – Hotel and Hospitality Industry-3yr**
- **Arise India LTD-Consumer Electronics-2yr**
- Demonstrated abilities in implementing corporate sales & marketing activities and accelerating the business growth.
- Handling the sales team with growing the business in market.
- Proficient at providing value added corporate clients' service by resolving customer issues & ensuring their satisfaction with product and service norms.
- Driving sales strategies for attainment of periodical targets with a view to optimize revenue from primary as well as secondary markets, as well as utilizing market intelligence inputs.
- Evaluating marketing budgets periodically including manpower planning initiatives and ensuring adherence to planned expenses.
- Strong organizer, motivator, team player and a decisive leader with successful track record in directing from original concept through implementation to handle diverse market dynamics.



Area of Exposure: _____

- Corporate Sales/Business Development.
- Running the sales and marketing operations & accountable for increasing sales growth and driving Uniform sales initiatives in order to achieve business goals.
- Building brand focus in conjunction with operational requirements and ensuring maximum client's visibility & capturing optimum name of clients like Swiggy, Zomato VLCC, OYO, Makemytrip, cashify, HUL, Indiabulls.
- Handling sales promotion, product development and new product with new 10 clients every months, launches to widen the product portfolio and generate exceptional sales volumes.
- Conducting competitor analysis by keeping abreast of market trends & achieving market share metrics.
- Handling product presentations & promotional activities for market development & brand visibility.
- Developing new market for company to increase sales Corporate Management.

Job Profile & Responsibilities:

3-Poptailor.com – Business Development Manager

Job Description:

- Running the sales and marketing operations & accountable for increasing sales growth and driving corporate brand promotion uniform sales initiatives in order to achieve business goals like all Apparel products.
- Handling sales promotion, clothing product development and new product with new 20 active b2b clients every months, launches to widen the product portfolio and generate exceptional sales volumes for corporate and manufacturing company.
- Handling client required ordered product presentations & promotional activities with brand visibility fabrics.
- To generate sales from corporate clients.
- Cold calling with all tools sales by email fixed meeting day to day basis.
- To meet the existing and prospective corporate sales to promote the product range, sell and secure the orders relationship bases approach.
- Generating leads & fixing B2B deals with the company.
- Creating database followed by LinkedIn cold calling, with sales business tools for fixing appointments.
- Giving product presentation and & showing product demos our services.
- Obtaining feedback and closing deals.
- Optimum name of clients like Swiggy,Zomato,VLCC,Shuttle,Cashify,HUL,Indiabulls,HCL,YKBK,Makemy trip, Times of India,OYO,Fab hotel.

OYO Rooms – Corporate Sales Manager

Job Description:

- Identifying new lead generation corporate with number of new clients 10 lead target every months.
- To ensure all corporate client complaints are immediately handled.
- Cold calling with all tools sales by email fixed meeting day to day basis.
- Responsible for achievement of sales targets with corporate client area Gurgaon, Delhi.
- We are giving hotel accommodation OYO booking process portal corporate client.
- Approached process with Corporate Client the hotel booking process, Holiday package, MICE
- Managing corporate clients meeting like HR Head, Admin head and Purchase head of the meet with person pan India and Gurgaon and Delhi NCR.
- Submit client hotel booking process day to day, Monthly activity reports for each region to the Leadership committee.
- Building brand focus in conjunction with operational requirements and ensuring maximum visibility capturing optimum name of clients like Swiggy,Zomato,VLCC,Shuttle,Cashify,HUL,Indiabulls,HCL,YKBK

Arise India Limited – Sales Executive

Job Description:

- Identifying new corporate sales and channel sales with number of new clients.
- Cold calling with all tools sales by email fixed meeting day to day basis.
- Introduction of our new Gifting products and corporate services in the business keeping in consent the market trend of the all-region with approached corporate with clients.
- Managing the Sales target oriented business plan with pan India and Delhi NCR client.
- To provide feedback about the product demand, market trend, product quality issues to the Product management Team.
- Responsible for achievement of sales targets of the region.
- To submit consolidated Monthly activity reports for each region to the Leadership committee.
- To ensure all corporate client complaints are immediately handled.
- To demonstrate product and services to the end users and decision makers and negotiate the prices to conclude sales offer, provide after sales service and assist in selecting those best suited to their needs.

Interests&Hobbies:_____

Listening music while travelling, Net surfing, Meeting new people, Reading Newspaper, Playing Cricket.

Declaration:_____

I consider myself familiar with the all competitive aspects. I am also confident to my ability to work. All the above facts are true to the best of my knowledge and belief.

Date:

(Navnit Tripathi)