**GAURAV TAMRAKAR**

#### gaurav.tamrakar4000@gmail.com

 gaurav.tamrakar4001@gmail.com

* **Dynamic career of 15+ years reflecting pioneering experience & year ~on year success.**
* **Functional expertise in handling the business development sales with key focus on bottom line profitability by ensuring optimal utilization of resources.**

**JOB-DWAKADHEESH BUILDERS & COLONISERS, BHOPAL**

**DATE-June 2017to still Working-GENERAL MANAGER (SALES)**

**JOB PROFILE:-**

* Responsible for sales calling & site visit executions, negotiation, converting the leads & booking Deal closing.
* Formulate and execute sales plan to achieve required sales targets on monthly, quarterly and annual basis.
* Conduct periodic reviews of sales teams and initiate corrective actions for improvement of performance.
* Sales process and maintain lead pipeline from various sources like inbound calls, website and customer references and convert them into sales.
* Participate in property shows in the city and develop lead base.
* Generate leads through existing customer references, employee references and channel partners with team.
* Company up to date customers service, pricing& new product release
* Present the project visually and orally to make an impact on the customer and conduct a site visit and convince him to buy the property.
* Work closely with Corporate Marketing Team to blend the direct sales/ marketing.
* Selling experience in plots & duplex’s.Vllas
* Report on sales activities to senior management.
* Collecting customer feedback market research.
* Maximizing sales ratio.
* Team handle profile.
* Reporting to MD.

**AWADH Transformers, GOVINDPURA, Bhopal {Madhya Pradesh}**

**Since July 2008 to May 2017(SALES MANAGER to DGM) -SALES (Industrial Paints)**

* **RESPONBILITIES**
* **Handling Sales Professionals. Team building & leadership. Motivating and guiding the team.**
* **Leading a team of SALES EXE,ASST MANAGER Report to DIRECTOR.**
* **Handling channel sales, corporate sales, project sales**
* **Interacting Architects, Builders and Contractors) to promote product leading Dealers, Architects & Interior designers.**
* **Should be able to handle entire sales team.**
* Successfully business by sales/marketing strategy on channel relationships.
* Prospected for new business through telemarketing, direct mail, and networking.

#### NOTABLE ACCOMPLISHMENTS

#### Received the “Best Employee Award” in the year 2013-2016

### Successfully Completed 6 months computer course in IBM ACE (Techno Management) BANGALORE.QUALIFICATION:-

|  |  |  |  |
| --- | --- | --- | --- |
| * **Year**
 | * **Degree**
 | * **Institute /University**
 | * **Marks**
 |
| * **2007-2008**
 | * **MBA Marketing**
 | * **NIM(National Institute of Management)Bhopal**
 | * **67%**
 |
| * **2004-2006**
 | * **BCA Computers**
 | * **Extol Collage, Bhopal (Bhopal university)**
 | * **76%**
 |
| * **2003**
 | * **12th**
 | * **Takhshila Higher school, Bhopal**
 | * **57%**
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##### **DETAILS:-**

##### **Date of Birth: 12TH Oct. 1983**

##### **Name: - GAURAV TAMRAKAR**

##### **Father’s Name: Late. Ram Narayan Tamrakar (AGMMANAGERRetd.)**

##### **Residence: House No5, Parthsarathi Enclave, Near State Bank of India, Bagh**

##### **Mugalia, Hoshangabad Road, BHOPAL**

##### **Marital Status: Sepreted**

##### **Passport details: E7443623**

##### **Pen Card No: ANEPT7911N**

##### **Nationality: Indian**

##### **Personality: Charming & Pleasing**

##### **Language known: Hindi & English**

**CONTACT=+919826090005-9425009646**

##### **{GAURAV TAMRAKAR}**

##### **PLACE:-BHOPAL**

#####  **DATE:-**