

## ANURAG TYAGI

### **Communication Details :**

Flat No- 1804, TOWER-7  
Exotica Dreamville  
Greater Noida West  
Gautambudh Nagar- 201308

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## **PROFESSIONAL SUMMARY**

- # Astute & Result oriented professional with over **7 years** rich Experience in channel & corporate Sales and Marketing.
- # Keen Communicator & with flexible and detail oriented attitude.
- # Extensive Business background with sound understanding of the Basic framework of Operations.
- # Successfully rebuilt business by refocusing sales/marketing strategy on referral and channel relationships.

## **CEASEFIRE INDUSTRIES PVT LTD.**

Working as a Sales Manager in this organization from March 2018. Handling Corporate & institutional Sales and in Delhi Ncr & Haryana & Rajasthan.

### **JOB RESPONSIBILITIES**

- # Successfully rebuilt business by refocusing sales/marketing strategy on referral and corporate sales
- # Strategically managed and grew revenue, evaluating performance region by region and identifying opportunities to seek deeper market penetration.
- # Maintained local client relationships through e-mail blasts, on-site receptions, lobby presentations, and outside sales calls.
- # Facilitated and participated in weekly account planning/forecasting sessions and hosted training sessions to increase knowledge, motivate, and inspire team to achieve results.
- # Prospected for new business through Industry Practice, direct mail, and networking.
- # Presented at various expositions and seminars across India.
- # Successfully and consistently launched new products and line extensions which increased profitability by 50%.
- # Served as decision-making authority for 150+ clients concurrently (including leading hotels, corporates, colleges, and Mnc).
- # Built and maintained strong customer relationships to generate contract renewals, promoted additional sales opportunities and resolved customer service issues within each account.
- # Implemented strategy to develop architects / consultants / contractors.
- # Worked closely with Architects, Engineers, Retail & Wholesale Distributors and delivered presentations about products.

## **INDIAHOMES PVT LTD.**

Worked as Property Specialist in this organization for 4 years. Looking out Noida and Ghaziabad Residential and Commercial Sales.

### **JOB RESPONSIBILITIES**

- # Effectively market the community through the development of a lead base and selling the community through discovering, presenting and closing qualified leads.

- # Assist in the loan processing, as a loan processor from origination to closing.
- # Assisting Buyers with the customizing and selection of their new home and site.
- # Assisting Buyers with the financing of their new home purchase.
- # External Business Development, create and update Marketing Plan.
- # Managing and maintaining the profit and budget of the sales division in a new home community. Assist in the loan processing, as a loan processor from origination to closing.
- # Create and Maintain an advertising campaign, including Advertising Signs, postcards, Business Cards, and Newspaper Announcements.
- # Managed and leased commercial and residential properties for clients and their personal investment.
- # Coordinate, prepare, and maintain builder/client data and documentation to ensure timely completions.
- # Effectively market the community through the development of a lead base and selling the community through discovering, presenting and closing qualified leads.
- # Recruit and Train New Real Estate Agents.

#### **INDIA INFOLINE LTD**

- # Total Worked Experience in that organization is 2 years as a Tele Sales Representative 10 months and 24 months as a Team Leader, and the product is ICICI Prudential life Insurance and Tata Aig life Insurance.
- # Joined as a Tele Sales Representative in that organization and worked 10 months as same profile

**JOB RESPONSIBILITIES :**

- # Handling the Team of 35 Tele sales Representative and 2 Assistant Team Leader and 8 Financial Sales Executive.
- # Taking care to Incentive of the Team Members & do a Major Role to complete their Cadre and KRA.
- # Cordination with Sales Team and back office.
- # Fullfill Needs of the Team.
- # Taking care of the pending files to complete all the Pendency.

#### **EDUCATIONAL QUALIFIACATION**

- # GRADUATE From H.N.B Garhwal University.
- # INTERMEDIATE and High school from U.P Board.

#### **PERSONAL PROFILE**

|                |                                     |
|----------------|-------------------------------------|
| Father's Name  | : Sh.Nathi Ram Tyagi                |
| Date of birth  | : 1 APRIL 1988                      |
| Marital Status | : Married                           |
| Hobbies        | : Listening Music & Playing Cricket |
| Language Known | : English and Hindi .               |
| Nationality    | : Indian                            |
| E-mail         | : anuragbnd@gmail.com               |
| Mobile         | : 9718827990 , 9650282888           |

**Self-Assessment:**

Being a Smart worker, ambitious and responsible person, I complete my work with great Responsibility and attempt to give earliest possible results. I always prefer to accept challenges as they give me an opportunity to show my Capabilities.

I am Confident of Achieving great heights in my career through my sincere efforts and Honesty, I sincerely wish that I should be given an opportunity to prove myself as an asset for the Organization.

# DATE ---

# PLACE ---

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