



GOURAV VERMA

Present Address:

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m

Personal Data:

DOB : 27/02/1994

Sex : Male

Nationality : Indian

Marital Status: Single

Languages Known:

- English,
- Hindi.

CURRICULUM VITAE

Objective

A Challenging Growth oriented position in a progressive company where I could contribute to the organization's growth and development not only by my technical expertise but also through my innovate ideas and desire to achieve excellence in whatever I do.

Academic Record

- Graduation From ITM University Naya Raipur (C.G)
- B.tech in Mechanical Engineering from Raipur (C.G)
- 12th From CGBSE Board, Dhamtari.

Computer Proficiency

- Basic knowledge of computer.
- Knowledge of Customer Connect Application Siebel CRM. DMS. AUTODEAL.
- Internet and Work on different type applications, Microsoft Office.

Work Experience

- Work with Goodluck Motors (Escort Tractor & Baxy E-Rickshaw Pvt ltd)
- Work with Asian paint.
- Work with Mahindra and Mahindra in Raipur as technical service department.
- Work with Mahindra first choice My TVs as a technical service department.
- Work with Escorts tractor as a sales and technical manager in Ambikapur.
- I have 10 Year of experience in my own farm field. Apart from this I have also taken training in farming field in other farms. In which we do Multi farming through machines.
- Currently working with Trident Agri Ventures private limited as a Sales manager across all india.

Training and Internships

- Bhilai steel plant in 2016.
- Aditya wheel (Nisan Datsun)

Area of Interest

- Technical sales and service management
- Social management
- Enterprising
- Innovation & Ability to learn

Competencies & Skills

- Zeal to gain knowledge by exploring new field
- Aptitude to work independently as well as in a team.
- Good interpersonal communication skills.

- Technical knowledge expert
- Optimistic attitude.
- Customer service, Negotiation skills.
- Products knowledge.

Technical sales representative

- Successful increased sales revenue by 10% over the highly competitive market.
- Developed and executed effective sales strategies to maximize potential opportunities.
- Established strong relationship with clients and prospects to faster repeat business.
- Implemented a client feedback system that increased the effectiveness of sales pitches and product demonstration.
- Collaborate with the service team to ensure customer pre-sales and pro-sales technical question were answer effectively.

Practical Experience

- Hard Working.
- Job card opening & billing for D.M.S.
- Handling the customer complaints.
- Conducting customer service camps.
- Providing services at customer door steps.
- Monitoring workshop revenues.
- Interaction with customer through intensive contact and value-added service.
- Handling back office.

Life Vision

- To Live Day with courage and believe to **GOD and myself.**
- Don't Hurt to anyone, **Be Happy & Make Peoples Happy.**

Declaration

I confirm declare that the above- mentioned information is true and right to the best of my knowledge and belief.

Place : Raipur (C,G)

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