

GAUTAM VAGHASIYA

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Email : gautampatel000987@gmail.com
Date of Birth : January 12, 1997
Language known : English, Hindi and Gujarati
Permanent Address : 196, Plot area, Near Primary
School, Bhukhali Santhali, Ta:
Vadiya- Kukava
Di: Amreli-365480



Current Address : A1, Pramukh Chaya, Yogi Chowk, Surat.

CAREER OBJECTIVE

Seeking an opportunity to have rich exposure of Marketing through diverse assignment and contribute in success of organization.

ACADEMIC QUALIFICATIONS

| Course/Degree | College/University | Year of Passing | Grade |
|--------------------|---|-----------------|----------|
| MBA (Marketing) | Gujrat Technological University, Ahmedabad | 2019 | 8.65 CPI |
| BBA | Sardar Patel university, Vallabh-Vidhyanagar | 2017 | 67.90% |
| 12 | Shree Sardar Patel Vidhyamandir, Rajkot | 2014 | 73% |
| 10 | Shree M.J. Paghadar high school, Vadiya | 2012 | 74% |

PROFESSIONAL EXPERIENCE

Position :- Sales Executive Duration :- 22/11/2020 to 31/05/2023

Company's Name:- LEENOVA KITCHEN EQUIPMENT PVT LTD

Major Role :- HANDLE B2B PORTAL INQUIRY AND LEAD GENERATION

| Responsibilities area | Descriptions |
|-------------------------------|--|
| Sales Activities | <ul style="list-style-type: none">To identify Sales Opportunities Through B2B PORTALAttend Inquiries generated through B2B Platform, Email and phone inquiresCustomer's requirement fulfillment and providing satisfactory solution to problemCreate and maintain network of Wholesellers and Dealers |
| Advertising activities | <ul style="list-style-type: none">Promoting products through Exhibition, trade fairs etcVideo content creation for YouTube and social media advertisementAttractive description and display of product on B2B PlatformPerforming demonstration at factory premises |
| After sale Activities | <ul style="list-style-type: none">Ask for feedback on product and resolving problems faced by customersFollow up for payments on due datesEnsure Customer satisfaction after buying process.Strengthening relationship with new dealers and distribution channel partners. |

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|---|--|--|--|
| Position :- Sales Assistant | | Duration :- 01/07/2019 to 09/05/2020) | |
| Company's Name:- KOMAL INDUSTRIES PVT LTD | | | |
| Major Role :- To Understand Customer Needs Moreover To Solve Customer Problem | | | |
| Responsibilities area | | | |
| Lead generation | | <ul style="list-style-type: none"> • Lead generating through by representing organization at Industrial Exhibitions, website and reference etc. • Attending customer and noting requirements. • Help customer to find proper products as per requirement. • Understand customer need and coordinate for arrange sample product keeping customer's requirement. • Follow up for customer feedback on sample and coordinate to help closing final deal with customer. | |
| Database Management | | <ul style="list-style-type: none"> • Preparing and maintaining records of requirement of customers. • Customer Master Database Management. | |
| Dispatch activities and feedback | | <ul style="list-style-type: none"> • To keep track of customer's order and dispatch activities to deliver product to customer on time. • Resolving queries and problems of customer | |

AWARDS AND ACHIEVEMENTS

- 1) Three Employee of month award from existing company in last one year.
- 2) Secured 1st Rank at college level in second semester in M.B.A
- 3) A Certificate of Digital Marketing Seminar which is conducted by Brand veda Digital Marketing institute-2018
- 4) Attended "Entrepreneurship Development Programme" organized by Geetanjali Institute of Management Studies between February 19, 2018 to March 05, 2018
- 5) Successfully cleared (course) the assessment for the role of "Customer Relation Executive" under PMKVY offered by NSDC.
- 6) Member of National cadet corps (NCC) Certificate in 2013.

DECLARATION

I, Gautam Vaghasiya, hereby declare that the above provided information is true to the best of my Knowledge.