

# SATISH GUPTA

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## SUMMARY

Seeking a career to utilize my knowledge, personal skills to gain comprehensive understanding and committed to identifying and implementing through continuous improvements in sales and marketing and now looking for a new and challenging managerial position.

## WORK EXPERIENCE

### IZEL HOMES

(December 2021 – March 2022)

- Client's Meeting or exceeding sales goals.
- Scanning and Mapping in Delhi and Gurugram.
- Cold calling, Meeting and Follow-ups to prospective clients.
- Identifying new clients to increase sales.

### QUBA HOME

(September 2020 – November 2021)

- Developed customer relationships to attract and increase sales.
- Co-operated with the sales and marketing team to determine best products to promote or withdraw.
- Identify prospective customers, lead generation and conversion.
- Obtaining deposits and balance of payment from clients.

### CHAWLA PUBLICATIONS PVT. LTD.

(February 2019 – March 2020)

- Maintain good relationships with clients so that the business can maximize the value of those relationships.
- Resolve any customer complaints in a prompt and professional manner.
- Getting regular market information and updates to the customers.
- Increasing sales to achieve target goals.
- Giving sales presentations to a range of prospective clients.

## INTERNSHIP

### **Sales Executive At Bagrry's India Limited**

(April 2018 – June 2018)

- Keeping in touch with distributors and developing cordial relationships with them.
- Maintain stocks, Check FIFO, Pitching customers.
- Make sure that all distributor's information and records are up to date.
- Increasing sales to achieve sales targets.
- Prepare and submit weekly sales reports to management.
- Keeping accurate records of products and pricing.

### **Key Achievements**

- Revenue or sales increased for the company at Reliance Mall, Dwarka Sector-14.
- Problems identified and solved as a Sales Promoter.

## PROJECT

**Live Project At Big Bazaar, Ambience Mall, Gurugram**

**(January 2018 – January 2018)**

- Achieving sales target within time period.
- Learning consumer behavior.
- Cross selling, Up-selling of the product.

## AWARDS AND RECOGNITION

- Achieving Letter of Appreciation from store manager for successfully completion of Live Project at Ambience Mall.
- Achieving Letter of Appreciation as well as PPO from Vice President of Bagrry's India Limited.

## KEY SKILLS AND COMPETENCIES

### PROFESSIONAL

- Able to communicate and convince the customers.
- Proactive and able to work to deadlines.
- Demonstrated success in managing a team.
- Leadership quality.

### PERSONAL

- Commitment to excellence.
- Treating problems or unexpected events as opportunities to learn.

## VOLUNTEER WORK

- Voluntarily donated blood at "Blood donation Camp"
- Participated in cleanliness drive organized by EMPI Business School at Chattarpur Mandir on (2<sup>nd</sup> October 2018).
- Participated in "Nukkad Natak" at EMPI Business School (15<sup>th</sup> August 2018).

## EDUCATION

*PGDM in Marketing*

*EMPI Business School, Chattarpur, Delhi*

*Percentage-60*

**(July 2017 - June 2019)**

**Courses:** Supply Chain Management, Marketing Management, Brand Management, Operations Research, Strategic Business Management, Consumer Behavior, Accounts.

*Bachelors of Business Administration,*

*Jamia Hamdard University, Tughlakabad, Delhi*

*Percentage-58*

**(June 2013 - June 2016)**

**Courses:** Business Strategy, Accounts management, Business Organization, Management Theory, Business Statistics, Company Law.

12<sup>th</sup>, Commerce, C.B.S.E

Smt. Mishri Devi Gyan Niketan Public School, Shyam Vihar, Delhi

Percentage-57

**(April 2012 - June 2013)**

10<sup>th</sup> Standard, C.B.S.E

Gyan Jyoti Public School, Chawla, Delhi

Percentage-55

**(March 2010 - June 2011)**

## **DECLARATION**

I hereby declare that the information furnished above is true to best of my knowledge.

**Satish Gupta**

