

GAURAV AVINASH DOLAS

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Assignments in **SALES & MARKETING / BUSINESS DEVELOPMENT** with growth oriented organization

Objective:-

To work with a progressive company that provides me with an opportunity to learn and utilize my skills and creativity to the fullest, share the passion, to keep an open mind, to learn, to change, to explore and to Evolve.

PROFESSIONAL SYNOPSIS

- Acquired an experience of 6 years in sales and Marketing
- A self starter with entrepreneurial management skills having around 6years of qualitative experience in sales, marketing and business development in telecom industry and other industry markets.
- An excellent planner with proven abilities in accelerating growth, generating customer loyalty levels and serving Retail and corporate sector customers effectively.

KEY STRENGTHS

- Ability to envision creative sales strengths and programmers, then follow thoroughly on the details to ensure successful implementation
- Adapt at opening new accounts with challenging customers in fast paced environments
- Consensus builder and skilled negotiator with the ability to build and maintain excellent relationships over a long sales cycles
- Able to make rapid assessments and quickly revise tactics to ensure progress and good achievement.
- Ability to perform well on both independent contributor and team member

AREAS OF EXPERTISE & EXPOSURE

Sales & Service Operations

- Drive sales initiatives and for strategic market positioning and ensuring the increase in sales growth
- Ensure territorial growth/development for increasing sales volumes.
- Map & analyze business potential, identify new profitable product & product lines.
- Identify and explore new markets and tap profitable business opportunities for business development.

Client Servicing /Relationship Management

- Businesses prospecting of complete range of products.
- Designing and conducting pre-sales presentations to prospective clients.
- Devise strategies through effective customer centric services for retention of clients.
- Build a harmonious relationship with bulk consumers and corporate accounts.

ACADEMIC CREDENTIALS

- ✓ Master of Business Administration at Mumbai University with First Class - R.G.I.M.T.College.
- ✓ Bachelor of Business Administration at Mumbai University with First Class - R.G.I.M.T. College.
- ✓ 10+2th PASS at Maharashtra Board in Nasik district with "B" grade - M.S.G. College.
- ✓ 10th PASS at Maharashtra Board in Nasik district with "A" grade - K.B.H School.

PERSONAL COMPETENCIES

- Computer skills, Internet skills, Hardworking skills, Team Handling Skills, Networking Skills, Communication Skills, Presentation Skills, Analytical Thinking.

CAREER HIGHLIGHTS

Oct 2018 - Present

Organization : Mechworld Eco Pvt Ltd. Nashik.

Department : Industrial Engineering

Designation : Marketing Officer.

- Developing creative and targeted marketing strategies and campaigns that align with organization's business objectives.
- Planning Business across various Product Groups, Industry wise, with dynamic Market Scenario.
- Generating Pipeline, Analyzing and Converting into potential prospects & Closing Orders.
- Meeting customers for understanding their requirements and presenting appropriate solutions having techno-commercial discussions with customers, consultants.
- Prepare and deliver technical presentations explaining products or services to customers and prospective customers
- Confer with customers and engineers to assess equipment needs and to determine system requirements
- Improving products and services for our Client by using advanced analytics, standing up big-data analytical tools, creating and maintaining models, and on-boarding compelling new data sets.

Sep 2016 - Oct 2018

Organization : Apple India Pvt Ltd. (Pune-1yr, Mumbai-1yr)

Department : Retail

Designation : Apple Solution Consultant.

- Maintaining relationships with existing customers through regular visits or in store.
- Handling Five Apple APR store with their staff and sales achievements.
- Store Handling, Team Handling.
- Establish and maintain business relations and generate new business.
- Ensure high level of consumer satisfaction by building and maintaining good relationship with potential customers.
- Plans and executes a monthly store catchment activity with Area Marketing (CSR, business)
This is reported in a MOR, Initiate and close deals.

Sep 2015 - Sep 2016

Organization : Kochar InfoTech pvt.ltd Nasik.

Department : Sales and Marketing

Designation : Retail Sales Officer at TATA Croma Retail Store.

- Responsible for the business of Nasik districts in the MH state.
- Converting sales through face to face sales negotiation with Insurance practitioners, Security and Assurance.
- Managing the key accounts and analyzing the sales through pharmacies.
- Reporting to the Regional Sales manager responsible for a product line of 25 Products
- Launched new products and product ranges.
- Team up with co-worker to ensure proper customer service.
- Coordinate with the Retail Sales Representatives team to provide excellent customer service (especially during peak times).
- Stay up-to-date with new products/services

Sep 2014 - Sep 2015

Organization : Appsdaily Solution pvt.ltd Nasik.

Department : Sales and Marketing

Designation : Brand Representative

- Responsible for the business of brand store in Nasik districts of the MH state.
- Converting sales through face to face sales negotiation.
- Providing best security on new gadgets of customer.
- Ensuring high levels of customer satisfaction through excellent sales service.
- Assessing customer's needs and providing assistance and information on product features
- Reporting to the Area Sales manager responsible for a security product line.
- Launched Mapping new products and achieved there ranges.
- Suggest ways to improve sales (e.g. planning marketing activities, changing the stores design)

Dec 2013 - Jul 2014

Organization : Reliance Digital Nasik.
Department : Sales and Marketing
Designation : Sales Associates

- Providing a variety of services, from helping you pick out items of the ringing up your purchases Of Nasik districts in the Maharashtra state.
- Ensuring high levels of customer satisfaction through excellent sales service.
- Assessing customer's needs and providing assistance and information on product features.
- Maintain in-stock and presentable condition assigned areas.
- Remain knowledge on product offered and discuss available option.
- Process POS (Point of Sale) purchases.
- Cross sale product
- Handle returns of merchandise.
- Build productive trust relationship with customer.
- Comply with inventory control procedure.

ACADEMIC PROJECT EXPERIENCE

Sales & Service Operations - CADBURY INDIA LTD THANE.

- ❖ Worked as part of five member team to prepare and analyze the reliability of the company sales and service.
- ❖ Developed a system to sort chocolates of a different shapes and sizes for packaging in the asset care department of mondelez - Cadbury India ltd Thane.
- ❖ Developed embedded system software in C to code microcontroller 89S52.
- ❖ Used MATLAB for image processing and user interface design.
- ❖ Prepared written technical reports and deliver presentations on the result of the inspections and measurements.

PERSONAL DETAILS

Name	:	Gaurav Avinash Dolas
Sex	:	Male
Date of Birth	:	26 June 1994
Father's name	:	Shri. Avinash Vasudeo Dolas
Mother name	:	Smt. Shalini Avinash Dolas

ADDRESS

Permanent:

House No.:- 813, Sai Sawali, Mahatma Jyotiba Phule Margh, Samtanagar, Agar Takli Rd, Bh. Gandhinagar.
Nasik - 422006.

I hereby declare that all information given above is true to the best of my knowledge and belief.

Date:-

Gaurav A. Dolas