

GAURAV MEHRA

Rajendra Nagar, CCI Colony, Borivali East, Mumbai-400066
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Date of Birth: 16th January, 1994.

PROFESSIONAL EXPERIENCE (FROM MAY 2017 - TILL DATE)

Organization	A&O Realty	Duration	36 months
Designation	Manager, Sales	Key Role	Increasing Sales and creating CP network
Responsibilities and Achievements: <ul style="list-style-type: none">◆ Have consistently been in Top 5 Sales Manager at company level and Top 2 at site level in terms of revenue.◆ Created a base of 200 plus Channel Partners majority in western belt.◆ Provided a revenue of around 43 crores to the company by closing deals through smart selling techniques.◆ Have been promoted from 'Associate Manager' to 'Manager' because of the consistent top performance in company.◆ Have been contributing in planning and decision making taken place at management level.◆ Continuously monitor competition activity including new launches and provide timely feedback to management			

ACADEMIC PROFILE

Degree	Institute / School	Board	Year	Results
PGDM	K. J. Somaiya Institute of Management Studies & Research	K. J. Somaiya Institute of Management Studies & Research	2017	6.5/10 (CGPA)
B.Com. (Hons.)	Banaras Hindu University (BHU)	Banaras Hindu University (BHU)	2015	70%
HSC	St. John's School, Marhauili, Varanasi	I.C.S.E.	2012	70%
SSC	St. John's School, Marhauili, Varanasi	I.C.S.E.	2010	72%

Academic Achievements

- ◆ Participated in Science & Art Exhibition organised at St. John's Marhauili (2008)
- ◆ Have been a part of National Science Olympiad which is conducted at country level for 3 consecutive years (2007)

Other Qualifications

- ◆ Google Analytics Certification certified by Google Partners (2017)
- ◆ Google AdWords Certification certified by Google Partners (2016)
- ◆ Social media marketing Certification certified by Hootsuite Academy (2016)

KEY PROJECTS

- ◆ **Branding and Digital marketing: Bio-Natural Trading LLP**
Handled a new product launch by the company in India majorly working on Digital Marketing by creating and curating content online and achieved a strong, visible social media presence.
- ◆ **Summer Internship Project: Fine Food**
Handled B2B sales of high-end imported food and beverages in Mumbai and Delhi, spearheaded creation and expansion initiatives and set up a Distribution channel in Delhi, collaborated with account executives to penetrate new accounts, identify potential customers and coordinated product demonstration.

ACTIVITIES

Positions of Responsibility

- ◆ Member of Convocation Committee, KJ SIMSR during the Academic Year (2015-16)
- ◆ Supervised the Maker Mela, flagship event of Somaiya Vidyavihar Campus organised at city level (2015)
- ◆ Member of organising committee of IMS-IQ Quotient Quiz, an inter-college quiz competition powered by Indian Institute of Technology (BHU) (2014)

Co-Curricular Activities

- ◆ Have been a part of The Launch Pad - A Marketing Plan Competition organised by Newgen Software Technologies Limited (2016).
- ◆ Certificate of achievement in 'Bech Daal - Clinch the Deal' competition (2015)