

ROHIT KUMAR RAM

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CAREER OBJECTIVE:

Seeking A Position To Utilize My Skills, Abilities And Experience In The Organization That Offers Professional Growth While Being Resourceful, Innovative And Flexible.

KEY SKILLS:

- Team work skills,
- Marketing skills,
- Management skills

WORK EXPERIENCE:

COMPANY NAME	Designation	TENURE
EASTERN ESTATE CONSTRUCTION & DEVELOPERS PVT. LTD. (December – 2016 to April 2023 Steel Craft trading (Rashmi metaliks ltd.) 23rd December 2023 to Present	BUSINESS DEVELOPMENT MANAGER Project Sales officer	6 years

Job Role:

- Substantial achievement and growth of monthly turnover
- Lead generation, Presentation and Client acquisition
- Facilitation for the loan to client if required and Payment collection
- Cold calling for the productive lead base
- Key account management
- Inbound Sales Management
- Referral Management **Achievement: -**
- Promoted to Sales Manager on May-2018
- Awarded as employee of the month in the month of Oct-2018 for Outstanding performance.
- Highest turnover achiever in the month of July-2018 (Generated sales revenue of more than 30 lakhs rupees in 2 days)

EDUCATIONAL QUALIFICATION:

NAME OF EXAMINATION	BOARD/UNIVERSITY	YEAR OF PASSING	DIVISION	PERCENTAGE	College/School
MATRICULATION	JAC	2011	1ST	75.4%	St.john's school Ranchi
INTERMEDIATE	JAC	2013	1ST	62.6	St.xavier's college Ranchi
BBA	RANCHI UNIVERSITY	2016	1ST	66.69%	Marwari college Ranchi
MBA	RANCHI UNIVERSITY	2018-20	1st	70.56	Marwari college Ranchi

TECHNICAL QUALIFICATIONS:**OFFICE SUIT**

- MS Word
- MS Excel

TECHNICAL

- Internet
- Email Marketing
- Inbound Marketing
- Out bound sales
- Product Development
- Branding

PERSONAL STRENGTH

- Strong Will Power
- Self-Confident
- Punctual
- Emotionally Intelligent
- Team Player
- Stress Manager

PERSONAL PROFILE:

Name: Rohit Kumar Ram
Fathers Name: Late Rakesh Ratan
Mothers Name: Shanti Devi
Address: Lake Road Ranchi
Sex: MALE
Date Of Birth: 24TH APRIL, 1994
Marital Status: Unmarried
Language Known: Hindi ,English
HOBBIES: Diary Writing, travelling, cooking

DECLARATION:

I Hereby declare that above all statement give by me are true and best belief of my knowledge.

SIGNATURE

Rohit Kumar Ram