

Gorakh Thakur

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Permanent Address: R – 641 Ganga Nagar Near Shiv Mandir Basharatpur Gorakhpur - 273003

CORE STRENGTHS

An effective communicator with excellent interpersonal & relationship building skills.
Strong technical, analytical, problem solving, & organisational abilities skills.
Possess a flexible, learning & detail oriented attitude.
People and team organizing skills.

AREA OF SPECIALISATION

Coordinator with various dealers to establish a foothold in the market & attracting
Developed and marketing of new areas of business development.
Designed and implemented strategies to cross-sell and up-sell services to existing customer base.

ACADEMIC QUALIFICATION

M. Com. (Economics) from D.D.U Gorakhpur University in 2000.

B. Com. (Accounts, Marketing) from D.D.U Gorakhpur University in 1998.

PROFESSIONAL QUALIFICATION

PGDBA (Marketing Management) forms Symbiosis Centre for Distance Learning, Pune in 2006-2009.

ORGANISATIONAL EXPERIENCE

April '20 to May' 21: KSV India Pvt Ltd, as Area Sales Manager Gorakhpur Location

- Appointment super Stockist and Distributer.
- Generated primary and secondary sales.
- New area of business Development.
- Planning yearly and monthly sales volume target.

May '19 to March '20: Swastik Technocast Ltd., Dudaheera Ghaziabad as Dy. Marketing Manager,

- Potential market area covering.
- Appointment dealer and distributor network in given territory.
- Target yearly and monthly sales planning.
- Generated monthly and yearly wise sales revenue.
- Making price quotation and Performa invoice as customer inquiry.

July '15 – Oct'18: IBS Services Pvt Ltd (An Associate of Bharti Airtel Ltd), Delhi as Relationship Manager,

- Support client retention strategies for existing customer base and for new customers also maintain Average Revenue per Unit (ARPU) and Churn Management.
- We are focused on selling Company own to company pay (COCP) and Company own to individual pay (COIP) Mobile Plan also selling Fixed Line and Lease Line product for corporate customers.
- Conducted sales calls to existing and new customer.
- Identified customer needs and preferences.

Nov '09 – May '14: Eureka Forbes Ltd., Gorakhpur as Territory Executive,

- Contacting new business prospects.
- Sales process management.
- Establish relationship with a prospective client, client meetings, client follow-ups & co-ordination, closures of sales for revenue generation.

IT SKILLS

Proficient in Microsoft Word, Excel.

Basic & Internet surfing.

Google Online course the Fundamental of Digital marketing Europe, 2020 – 2020.

PERSONAL DETAILS

Date of Birth	:	20 th May 1979
Marital Status	:	Married
Father's Name	:	Rishi Naraian Thakur
Religion	:	Hindu
Nationality	:	Indian
Language Known	:	Hindi, English

DECLARATION

I, **Gorakh Thakur**, hereby declare that the above information is true to the best of my knowledge.