

CERCULAMVITE



Sachin Goswami

Kalyanpur Kanpur Nagar

Ph:9807577407 ; 9140657036

Email: sachinOgoswami.1996@gmail.com

Career Objective:

To Utilize my skill for an organization which provide space for innovation challenging position in the company where my knowledge will be efficiently utilized to improve operation and contribute to organization success.

Personal Dossier:

* **Gender:**-Male

Marital Status:-unmarried

* **D.O.B:**- 11 Nov 1993

Language Proficiency:- English, Hindi

* **Nationality:**- Indian

Father Name:- Mr. Pramod kumar goswami

* **Parmanent Address:**-kalyanpur bithur road
Kanpur Uttar Preadesh, (209217)

Work Experience:

COMPANY- MG BUILDERRS & DEVERLOPERS [SEPT 2016 – SEPT 2017]

PROFILE – SENIOR SALES EXECUTIVE

- Conduct market research to identify selling possibilities and evaluate customer needs.
- Actively seek out new sales opportunities through cold calling, networking and social media.
- Set up meetings with potential clients and listen to their wishes and concerns.
- Prepare and deliver appropriate presentations on products and services

COMPANY – SILVASA DEVELOPERS PVT. LTD [OCT 2017 – OCT 2019]

PROFILE – GENERAL MANAGER

- Oversee day-to-day operations.
- Design strategy and set goals for growth.
- Set policies and processes.
- Ensure employees work productively and develop professionally.
- Oversee recruitment and training of new employees.
- Evaluate and improve operations and financial performance.
- Direct the employee assessment process.
- Prepare regular reports for upper management.
- Ensure staff follows health and safety regulations.
- Provide solutions to issues (e.g. profit decline, employee conflicts, loss of business to competitors).

COMPANY – ABA INFRATECH PVT. LTD. [NOV 2019 – APR 2021]

PROFILE – SALES MANAGER

- ABA Rail Park. under State government ... The Railway Ancillary Park is the first Private Industrial Rail Park to be established in Uttar Pradesh.
- Responsible for the lisening between the company and the owner of land for the acquisition of the land and negotiation part for the company.

COMPANY – SHRI BALAJI CONSTRUCTION COMPANY [JUL 2021 – DEC 2022]

PROFILE – SALES HEAD (Finance Department Home Loan with Government Bank)

- Management of purchase, sale, development of properties.
- Monitoring real estate income and expenses, as well as collecting payments.
- Determination of rental income and negotiation of lease agreements.
- Negotiating contracts with vendors, suppliers and contractors.
- Notifying owners about taxes, occupancy rates and lease expiration dates.
- Resolving the complaints of the residents.
- Preparation of financial statements and records.
- Reporting regularly to real estate owners and investors

Achievements

Completed 60 hours of training each year to stay abreast of the market. sales strategies. effective promotion and advertising

- Made final offers to sellers. and prepared contracts. leases. deeds. and closing details. completing 35 deals each year
- Designed marketing campaigns through the use of digital media and promotional materials. to get 23% of business from referrals
- Coordinated 8+ monthly open houses and meetings between buyers and sellers

Educational Credentials:

B.COM – C.C.S University Meerut Uttar Pradesh (2016)

Class XII – B.P.M.G inter collage Kanpur (2013)

Class X – B.P.M.G inter collage Kanpur (2011)

Technical Certification:

- (DCA-A)– Diploma In Computer Accounting,
- Tally
- English typing

Extra Curricular Activities:

- Participated in **SIBACA**, Treasure hunt (Khoj)-2013
- Participated in Achieving Operational Excellence Seminar organized by, **SIBACA**
- Participated in **SIBACA**, khari kamayi-2013
- Winner in **SIBACA** cricket tournament.
- Winner in **SIBACA** football tournament.
- Attended the Green Parivartan rally.
- Volunteer in **AIMA** Event **SIBACA**.

Key Skills

- **Sales Operations:** Key Account Management, Retail Operations, Channel Development and Team Management
- Passionate, Dedicated & Disciplined
- An insatiable appetite for acquiring knowledge.
- A loyal, honest and sincere person with a positive outlook towards life.

Professional Profile:

A keen planner and an implementer with demonstrated abilities in accomplishing business growth on a consistent basis. A proactive team member and planner with expertise in Sales & Marketing had proven competence in Channel Sales, Project Management Pre-launch activities & on ground activities.

Hobbies:

- Travelling (One Place To Another Place)
- Adventure

- Biking, Driving, sports
- Taking risks.

Place:
Date:

(Sachin Goswami)