

# Gorakh Thakur

Contact: +91 8010855893

E-Mail: thakurgorakh@gmail.com,

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 (COCN) 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 <sup>th</sup> 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.