

CURRICULAM VITAE

GAURAV DHIMAN

H NO 19 , Gail no – 3

Arjun Nagar , Patti Afgan

Kaithal (136027)

Email id :-gauravdhiman3579@gmail.com

Mob :- 99918-88689

Carrer Objective

Aiming to achieve a challenging and professional position from where I can make a significant contribution to the organisation in the form of my dedication by using all my skill.

EDUCATIONAL QUALIFICATION

- 10th Passed from H.B.S.E Board
- 12th passed from H.B.S.E Board
- B.A Passed From KURUKSHETRA UNIVERSITY KURUKSHETRA
- Persuing M.B.A (MARKETING) in the First year from KURUKSHETRA UNIVERSITY KURUKSHETRA

TECHNICAL QUALIFICATION

- Basic knowledge in computer application
- Ms office , Internet skill

WORKING EXPERIENCE

Working in **Grasim Industries limited** (birla opus paint) from November 1, 2023 to Till now as a **TERRITORY SALES MANAGER** in kaithal .

JOB RESPONSIBILITY :-

- Develop new business partner to increase sales in the market.
- Motivating dealers , maintaining good and cordial relation relation with dealers who result in market penetration and reach.
- Close interaction with dealer to assit them to promote the product.
- Managing distribution of product in territory and generating revenue.
- Analysing market trend & competitor stretegy and providing valueable inpute for product enhancement.

- Responsible for primary and secondary sales.
- Managing depo for proper supply of goods to the dealer.
- Report to AREA SALES MANAGER.

WORKING EXPERIENCE

Working with **Suraksha Gold Industries pvt ltd** as **BUSINESS DEVELOPMENT MANAGER** in kaithal

From (NOV 2021 to oct 2023)

JOB RESPONSIBILITY :-

- Develop new business partner to increase sale in the market.
- Close interaction with distributer and dealer to assist them promote the product.
- Managing distribution of product in territory and generating revenue.
- Ensuring maximum dealer satisfactory by providing assistance through multiple marketing activity (monthly / quartely / annual scheme) dealer meet and contractor meet.
- Responsible for primary and secondary sales.

WORKING EXPERIENCE

Working with **Hdb Financial Service Pvt Ltd** as **senior sales officer** in kaithal

From (jan 2021 to Sep 2021)

JOB RESPONSIBILITY :-

- Generating new customer data in the local market and doing called calling everyday.
- Provide business loan to shopkeeper and personal loan to govt . employee.
- Collecting monthly emi from customer.
- Responsible for the sale of the branch.
- Reporting to the branch manager

WORKING EXPERIENCE

Working with **IDFC FIRST Bharat** as a **sales officer** in kurukshetra from (jan 2020 to dec 2020)

JOB RESPONSIBILITY :-

- Generating new customer data in the local market and doing called calling everyday.
- Provide business loan to shopkeeper and personal loan to govt . employee.
- Collecting monthly emi from customer.
- Responsible for the sale of the branch.

- Reporting to the branch manager.

PERSONEL DETAIL

- Father Name : Subhash Chand
- Date of Birth : 05-03-1993
- Nationality : Indian
- Gender : Male
- Marital Status : Married
- Religion : Hindu
- Language known : Hindi , English

DECLARATION

I hereby declare that information given above is true and collect.

DATE :

GAURAV DHIMAN