

# Naresh Semwal

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## Career Objective

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To seek a challenging profession wherein I can apply my skills and knowledge to make company services and Products expand thereby analyzing the potential of company in marketing and promotion, and add to the competitive edge of the company. To attain new heights in the corporate world by challenging my valuable assets of knowledge, hard work, consistency & team spirit.

## Academic Credentials

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Course	Institute and University
PGDBA	Symbiosis Centre for Distance Learning , Pune (Specializations in Marketing)
BCom(H)	SVKT,Pune University,Pune
Software Management	Aptech Computer Education in Nasik, Maharastra
12th	Maharastra State Board,Pune
10th	Maharastra State Board,Pune

## IT Skill Sets

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Operating system	: Windows XP, Vista , Linux Window
Software Packages	: MS-Office
Languages	: C,C++,HTML
Software	: X-FORM (CRM Software)
Typing Speed	: Grade B English Typing Course (with speed of 30 WPM)

## Work Experience

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### 1.Designation : Business Manager

**Company** : Hotelbids Hospitality Pvt. Ltd.

**Duration** : November 2015 to Till Present

#### **Responsibility :**

1. Responsible for New Business Development via prospecting, qualifying, selling and closing.
2. Understand the company Goal in order to Continually enhance the company performance in the Realm business development
3. Manage client relationship through all phases of the sales cycle
4. Provide a consultative solutions sales process to prospects
5. Conducts one-on-one and group sales presentations
- 6 .Provide account management to an existing territory
7. Responsible for tracking customer information, forecasts and reports
8. Develop and maintain prospect and customer
9. Forecast the Sales target
10. Registration of New Properties

#### **Relationships and Roles:**

##### **Internal / External Cooperation**

Demonstrate ability to interact and cooperate with all company employees.

Build trust, value others, communicate effectively, drive execution, foster innovation, focus on the customer, collaborate with others, solve problems creatively and demonstrate high integrity.

Maintain professional internal and external relationships that meet company core values.

Proactively establish and maintain effective working team relationships with all support departments.

#### **Job Specifications:**

4-6 years of sales experience in the marketing industry.

Manage a team of 4 to 5 member to ensure a smooth running of Day to day operation

Travel to various location of country

Extensive experience in all aspects of developing and maintaining marketing strategies to meet organizational objectives.

Strong understanding of customer and market dynamics and requirements.

Willingness to travel and work in a global team of professionals.

Proven ability to oversees all marketing, advertising and promotional staff and activities.

### 2. Designation : Asst. Marketing Manager

**Company** : NASCENT ONLINE CORPERATE SERVICES PVT LTD

**Duration** : May2009 to September 2015

**Role And Responsibility :**

1. Developing customer relationship and identifying new business prospects.
2. Utilizing Market information & personal relation to generating leads.
3. Enhance the market share of organization in segment.
4. Handling service (Bulksms, Bulk email, Longcode, shortcode,).
5. Client Relationship Management ,Customer centric banking operations, forwarding customer instructions to the concerned department & ensuring customer satisfaction by achieving delivery & service quality norms.
6. Maintaining healthy business relations with high net worth clients (HNI & NRI), ensuring high level of customer satisfaction matrices.
7. Interfacing with clients for understanding their requirements & suggesting the most viable solution and cultivating relations with them for customer retention & securing repeat business.

**3.Designation : Relationship Executive****Company : ICICI BANK LTD.****Duration : May2007 to March 2009****Role And Responsibility :**

1. Developed the strong relationship with existing customers as well as adding new customer's assigned territory, and provide investment solution.
2. Handling different investment instrument like Account opening, Life insurance, Mutual Funds of different AMC's.
3. Portfolio management as per customer needs.

**Strengths**

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Positive Attitude, Good Team Player, Good Communication Skills, Goal Oriented , Hardworking

**Interests**

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Listening to music, Music, Cricket & Creative Activities., Like to Interact with people and learn from their learning more and more.

**Personal Dossier**

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Date of Birth	: 30-06-1987
Languages known	: English, Hindi
Father Name	: Lt. Sh. P.N. Semwal
Permanent Address	: Amit Gram,Gumaniwala, Rishikesh,Distt.-Deharadun, Uttranchal

