

Saket Kirar

Contact Information

✉ saketonlyurs@gmail.com

☎ +91-97525-59894



Marketing Executive

Sales Management | Business Development | Team Management | Customer Relationship Management |

To make a sound position in corporate world and work enthusiastically in team to achieve goal of the organization/MNC with devotion and Smart work.

RELATIONSHIP SKILLS

- Securing Sales & Revenue
- Negotiation & Consultation
- Targets & deadlines
- Reporting
- Autonomous & Flexible
- Team Management
- Customer Focussed
- After- Sales Services
- Problem Solving
- Multi –Tasking
- Product Knowledge
- Trust & Relationship Building
- Team Motivation & Performance
- Communication & Listening
- Product Comparisons

OR

- Competent Professional with having 3.6 years of Experience in Hospitality and ITes Process, Computer Education Marketing.
- As part of Large Enterprise and SME segment, I have laid out territory plans, won new accounts, established our presence in new industry verticals and delivered competitive win backs.
- Delivered profitable top line growth by farming and mining opportunities within allocated installed base customers each year through cross sell and upsell of LOB solutions and by leveraging new age platforms and technologies such as cloud & mobility, database & technology & analytics.
- Have created, managed and owned opportunities through their entire lifecycle and always established strong working relationship with customer CXO's including promoters, and with their inner circle of influencers, and on several occasions worked with influencers such as PE/VC investors or strategic outsourcing partners.
- Operate in a relationship driven environment and my engagements have not only been appreciated by customers but also by my colleagues who have worked with me on these accounts.
- Having taken up various challenging roles and opportunities in my career so far, I have always won recognition and appreciation from management for contribution towards organizations growth journey.

EMPLOYMENT DETAILS

Raj Express- Jabalpur

Duration: May 2017-March 2019

Designation: Marketing Executive

Category: Marketing

Responsibilities:

- Plan execute and coordinate marketing activities in terms of Branding, Marketing Communication.
- Identifying potential customers, organised an appointment to interact directly.
- Festive Rate Plans & Sales Strategy Forecasting.
- Identify market segments define and execute marketing strategies.
- Daily prepayment and non-guaranteed reservation follows ups. Maintaining Reservation Correspondences & Room position.
- Create new business opportunities and achieve business targets. Independently market the projects of the company
- Keeping the track of the Institution contracts/ promotions and entitlements. Clients Follow up & Sales Feedback.
- Communicating with the Colleges via sales force or client portal in timely and professional manner.
- Report Generation on Sales Performance & Query Tracker. Creating advertisements and promotions, developing Business.

Indus Health Plus - Pune

Duration: Jan 2016 - April 2017

Designation: Shared Resource

Category: Sales & Marketing

Responsibilities:

- Manage delivery of multiple customers meeting the key performance objectives.
- Utilizes a disciplined approach for successful solution selling (value Centric Sales Approach), establishing and maintaining accurate, timely and documented sales revenue forecasting procedures, providing required updates to Education executive management.
- Proactive Delivery Review, identifying risks and implementing corrective actions.
- Delivery Industrialization and Identifying and taking up new initiatives around Delivery Enablement.
- Managing Troubled Projects – Experience of turning them around.
- Supporting Sales team – Reviewing solutions – identifying risks, improving solution
- Creating delivery models for new technology projects.
- Responsible for Portfolio financials
- Key pre-sales activities.
- Stays current and informed on all new campaigns, understanding their objectives and relevance, communicating to Sales team and ensuring all involved know the roles the play in making campaigns successful.
- Drives each sales team member toward expected quarterly and annual sales objectives.

Infosys Limited- Pune

Duration: Oct 2012 – March 2013

Designation: Process Executive

Category: BPO

Responsibilities:

- **Plan execute and coordinate marketing activities in terms of Branding, Marketing Communication.**
- **Deep Customer and Sales Engagement Skill.**
- **Ability to Provide Direct Field Leadership, Guidance and Delivery execution support.**
- **Acting as a focal point to provide advisory services on current business solution.**
- **Able to perform fit-gap analysis on customer requirement and arrive at effort estimates.**
- **Ability to multitask and work on multiple bids at the same time.**
- **Can schedule and conduct daily calls.**
- **Have excellent written and oral communication skill.**
- **Have a great exposure of one of the key industrial vertical.**
- **Willingness to travel within and outside of India.**
- **Awareness of various support and implementation methodologies.**
- **Knowledge of wider Microsoft product.**

Dev Institute of Computer Education- Jabalpur

Duration: March 2010- April 2012

Designation: Marketing Executive

Category: Corporate Sales & Marketing

Responsibilities:

- **Plan execute and coordinate marketing activities in terms of Branding, Marketing Communication.**
- **Identifying potential customers, organised an appointment to interact directly.**
- **Festive Rate Plans & Sales Strategy Forecasting.**
- **Identify market segments define and execute marketing strategies.**

- **Daily prepayment and non-guaranteed reservation follows ups. Maintaining Reservation Correspondences & Room position.**
- **Create new business opportunities and achieve business targets. Independently market the projects of the company**
- **Keeping the track of the Institution contracts/ promotions and entitlements. Clients Follow up & Sales Feedback.**
- **Communicating with the Colleges via sales force or client portal in timely and professional manner.**
- **Report Generation on Sales Performance & Query Tracker. Creating advertisements and promotions, developing Business.**

ACADEMIA

B.com from R.D.V.V

Session: 2010

Percentage: 45.67% 2nd Div

12th from M.P. Board

Session:2007

Percentage : 64% 1st Div

SKILL SETS

Technical Skills:

- **APPLICATIONS FRAMEWORK:**
MICROSOFT OFFICE, ONLINE APPLICATIONS, INTERNET APPLICATIONS.
- **OS:**
ALL WINDOWS VERSION, VISTA.
- **DIPLOMA IN COMPUTER HARDWARE AND NETWORKING.**

Extra Co-Curricular Activities: -

- **Scored in A+ in State Level Environmental Awareness Examination in 2003.**
- **Attended the NCC Combine Annual Training Camp in Jabalpur conducted by 2MP Bn from 30 September 2004 to 9th October 2004.**
- **Scored 3rd Rank in Interstate WUSHU Championship in 2005.**

Personal Traits & attributes:

- **Expertise in Client servicing/Business development/Corporate marketing communications/Sales.**
- **Analytical and communication skills. Passion for continuous learning and personal growth.**
- **Highly motivated and driven, with strong passion to excel.**

Personal Dossier

Date of Birth: Wednesday, Novemebr 30, 1988

Linguistic Skill: English and Hindi

Father's Name: Mr. P.K. Kirar.

**Address: 591 Tilak Ward Khatik Mohalla
Jabalpur (M.P.)**

Date :

