**GAUURAV FATNANI** 

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Looking for an assignment in Sales & Marketing, HR & business development and to associate myself with an organization that provides me a challenging job & opportunity to prove my innovative, leadership & managerial skill.

**PROFILE SUMMARY**

* Offering 20 years of experience in Institutional Sales and Customer Relationship Management.
* Hands on experience in Acquisition, sales and marketing.
* Resourceful at maintaining business relationship with individual & corporate clients to achieve repeat / referral business along with quality product and service norms.
* An effective communicator with excellent analytical, negotiation and planning skills.

**CORE COMPETENCIES**

* Identifying, networking and building relationship with strong and reliable corporates and retail institutions.
* Identifying key customer accounts which fit with the organizations long term goals.
* Liaising and building healthy relations with business partners for achieving business goals.
* Generating new and repeat sales by matching the customers’ requirements and expectations.

**ORGANISATIONAL EXPERIENCE**

**April’16 – till Date MILLENNIUM ENTERPRISES ( Proprietor)**

**Portfolio Handled:** Independently managing institutional and universities sales & marketing

**Jun’10– Jun’15 MEHUL BOOK SALES, Pune Branch Manager, Institutional Sales**

**Portfolio Handled:** (Independently managing institutional and universities sales & marketing along with that handling the in house staff, also managing wholesale customers)

**Key Result Areas:**

* Managing the Branch and is responsible for all the day to day activities.
* Primary focus on sales and marketing.
* Also responsible to handle wholesale customers.
* Finalizing corporate and Pharma deals
* Is responsible from end to end sales (from sales to collection of payment)
* Exploring of new customers for the company product.
* Also associated with famous authors of IIM’s and IIT’s for publishing of new books.

**PREVIOUS EXPERIENCE**

**May’06 – May’10 I.K International Publishing House Pvt. ltd. Mumbai as a Senior Sales Executive.**

**Key Result Areas:**

* Marketing and Sales of their Published books.
* Primary focus on existing and acquisition.
* Coordinating with various universities in the city and offering them with various published books.
* Customer Relationship Management with clients.
* Coordinating with various top authors of the city and associated with the publishing of books.
* Fully responsible from end to end sales.

**Apr’04 – May’06 LJP COMPONENTS, Mumbai as Customer Relationship Manager.**

**Key Result Areas:**

* Handling customer service and day to day activity.
* Responsible of sending quotations to the clients and also ensuring the end to end service.
* Ensuring complete customer satisfaction

**ACADEMIC DETAILS**

2008 PGDBM (Marketing) from Welingkar Institute of Management Development & Research ,Mumbai University, Mumbai.

2007 Diploma in Business Management from Welingkar Institute of Management Development & Research ,Mumbai University, Mumbai

2006 Bachelor of Commerce from M M K College, Mumbai University, Mumbai

2003 Higher Secondary certificate from M M K College, Mumbai University, Mumbai

2001 Secondary school certificate from Utpal Shanghvi School, Mumbai

2001 Basics of Internet , M.S Office, Tally.

**PERSONAL DETAILS**

Date of Birth: 30th August, 1986

Address: X-701, Golden Rays, Shastrinagar, Lokhandwala Complex, Andheri-west, Mumbai – 400 053

Languages Known: English, Hindi, Sindhi, and Marathi.

Marital Status Married