



Suraj

E-Mail: surajahlawat12345@gmail.com

Phone: +91-8572862990 /8607379731

LinkedIn: <http://www.linkedin.com/in/suraj-ahlawat-03b89a1b5>

An enthusiastic and high energy driven professional aiming assignments in **Sales & Marketing/Business Development** with an organization of high repute offering challenging work profile.

CORE COMPETENCIES

~Sales & Marketing

~Market Analysis

~Business Development

~Product Promotions

~Dealer/ Partner Engagement

~Revenue Growth

~Client Relationship Management

IT SKILLS

~MS Word

~MS Excel

~MS PowerPoint

SOFT SKILLS

~Team player

~Communicator

~Collaborator

~Innovator

~Analytical

ACADEMIC ACHIEVEMENTS

- An Entrepreneurial extravaganza "CONCORD - Plinth for enovation" conducted by E-cell in IIT Bombay.
- Brain Train Personality Development Course at MDU, ROHTAK
- Volunteer at " Global Business Leadership: The Journey Ahead" Workshop.
- Attended National Conference at MDU Rohtak.
- Working in Placement cell as Coordinator at IMSAR, MDU.

ORGANIZATIONAL EXPERIENCE

- Internship in Bank of Baroda as Marketing executive. Worked on Market Mapping and Credit Card Sourcing Project in Bhiwani District.

Key Result Ares:

- Managing market development, credit collection & operations for business development from distributors/channel partners
- Developing regional communication strategies, advertising, promotions and activities in alignment with the brand plan including analysis of market conditions and resulting recommendations
- Assisting the team with opportunity identification and proposal development including development, education and nurturing
- Performing monthly sales forecasting & competitive analysis to determine accurate performance levels and need for growth into current and additional vertical markets and product categories
- Analyzing latest marketing trends, tracking competitors' activities & providing valuable inputs for fine-tuning sales & marketing strategies
- Preparing and presenting product marketing documents which includes key features, reasoning and product advantages

ACADEMIC DETAILS

- MBA/PGDM in Marketing & Business Analytics from Mahrishi Dayanand University Campus (IMSAR) with 60 % in 2021
- BA in Geography & Sociology from Mahrishi Dayanand University, Rohtak, with 61%, in 2019
- 12th from TIT Senior Secondary School, HBSE, with 65%, in 2015
- 10th from TIT Senior Secondary School, HBSE, with 71%, in 2013

PERSONAL DETAILS

Date of Birth: 17th June 1998

Languages Known: English, Hindi

Permanent Address: Hno.3, Birla Colony Bhiwani ,Haryana- India # 127021