Pramod Gouda

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# Objective

To work in a challenging, dynamic and innovation driven environment and to keep adding values to the organization, simultaneously upgrading my skills and knowledge.

# Education

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| --- | --- | --- | --- |
| EDUCATION BACKGROUND | | | |
| P.G.D.M(Marketing & Sales) | 2019-21 | International institute of Business studies, Bangalore | 86 % |
| BBA | 2016-19 | Regional College Of Management, Bhubaneswar | 83 % |
| XII (CHSE) | 2016 | K.P. College, Langaleswar | 76 % |
| X (BSE) | 2014 | R.C.M. High School, Kanheipur | 75 % |

# Technical Skills

Microsoft Office 365, Windows 10, Photoshop(7,CS3,CS6), filmora, Wondershare, Google SEO, Google Analytics, Blogs etc.

# Certification

* Received 1st prize in marketing management at CIMS national level management cultural event
* Achieved certification in Rotary club at national level
* Completed Google digital marketing, SEO and Analytics certification
* Completed CRM certification at Indian Institute of Management, Bangalore

# Experiences

**Project: Godrej Woodland, Prestige Finsbury, Godrej Anada, Bridgade Eldorado**

**Company:** **InvestoXpert Advisor Pvt. Ltd.**

**Designation: Relationship Manager**

**Roles and Responsibility:**

* Managing, objectives setting, coaching and performance monitoring of sales representatives.
* Customer relationship management.
* Planning and making strategies for sole selling project.
* Onboarding and Managing Referral Partners and their leads till closure.
* Create strategies and work with clients to boost their brand.
* On boarding of channel partners.
* Participating in negotiations & bringing deals to a closure.
* Conversion of leads and enquiries into business
* Execution of work as per plan and schedule.
* Day today follow up with client for end-to-end sales
* Devising and presenting marketing ideas and strategies
* Property oriented selling
* Close sales and achieve quarterly quotas

# Personal Profile:

**Name:** Pramod Gouda

**Date of Birth:** 18/05/1998

**Nationality:** Indian

**Language Known:** English, Hindi, Odia

**Hobbies:** Cooking, Travelling, Play online simulation games

# DECLARATION:

**I hereby declare that the above given information is true to the best of my knowledge.**

**PLACE: Bangalore**   **Pramod Gouda**