



# SOURAV RAJAK

SALES & MARKETING ENGINEER

## CONTACT INFO

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Madhya Pradesh - 474012.

## ABOUT ME

A dynamic Sales And Marketing Engineer looking for an organization where my skills are put to an optimal test and which offers scope for growth and to utilize my knowledge and skills in the best possible way for the fulfillment of organizational goals.

## CORE SKILLS

- Marketing strategy
- Negotiation
- Communication
- Sales & workshops
- Management customer

## ACCOMPLISHMENTS

- Participated in the Entrepreneurship Awareness Camp (EAC) by MITS
- Organized a successful Product exhibition in ELECRAMA International Expo Mart, 2018
- Organized a successful Product exhibition in ELECRAMA International Expo Mart, 2020
- Lived in different cities: Delhi, Noida, Pune, Rajkot, Ahmedabad and Faridabad.

## WORK EXPERIENCE

### PRESTIGIOUS TECHNOLOGIES PVT. LTD.

Product Sales Engineer. Faridabad,  
Jan 2020 - Jul 2020

Automotive spare parts selling, cold calling, fix meeting, lead generate, B2B sales, fields sales, exhibitions

### VRINDI INDIA PVT. LTD.

Sales Representative. New Delhi,  
Oct 2018 - Oct 2019

Selling software, cold calling, fix meeting, lead generate, B2C sales, fields sales, exhibitions

### SKL EQUIPMENT PVT. LTD

Sales Executive. New Delhi,  
Oct 2017 - Sept 2018

Under carriage spare parts of mining machines, B2C sales, cold calling, field sales.

### TELESIYA NETWORK PVT. LTD.

DT Engineer. Ahmedabad,  
Aug 2015 - Sept 2017

Climb on tower and do maintenance with GSM module 3G, 4G, LOS, Drive Test On TEMS software

### IENERGIZER (BPO)

Customer Care Executive. Noida,  
May 2015 - Aug 2015

Process for Naaptol E-commerce company, attend calls and guide of customers.

## ACADEMIC RECORD

### Electronics & Instrumentation Bachelor of Engineering;

Engineering from Sri Ram

College, Gwalior.

Accredited by RGPV Bhopal,  
Madhya Pradesh (2010-2014)

## LANGUAGES

Hindi ●●●●●●●●

English ●●●●○○

Spanish ●●○○○○

## TECHNICAL

- MS Office
- HTML Language
- Electronics types

## STRENGTHS

- Good team work
- Dedication to job
- Positive thinking
- Target Oriented

## HOBBIES

- Read news
- Repair electronics
- Drawing
- Handcrafts

## DECLARATION

**Sourav Rajak**, hereby declare that the above furnished information is authentic to the best of my knowledge.