**Sunil Verma**

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**Career Objective**

To work in highly professional environment that requires innovation and dedication leading to achievement of organizational goals and objectives.

**Education**

* MBA (Marketing), XXXXXXXSchool Of Career Studies, S.M.U., 2008 - 2010, 63%.
* PGP (Marketing), XXXXXXXXXSchool Of Career Studies, 2008 - 2010, 69%.
* B.B.A. XXXXXXX college of Tech.

**Work Experience**

**Company:** XXXXXX Ltd. (XXXXXXXXX Business - Business Partner)
**Job Title:** Field Sales Officer
**Duration:** August 2010 to till date
**Work Description**

* Lead generation through different ways.
* Finding new prospects and potential corporate and individual buyers.
* Up selling and cross selling in existing clients list.

**Project Details**

**Company:** XXXXX Group.
**Project Title:** “Consumer behaviour” in Pirado Group.
**Duration:** Two months
**Description:**

* Worked under the branch head and supported consumer behaviour activities.
* Contacted existing and new customers for the purpose of selling books.
* Conducted market survey to understand needs of the customers to customise books as per their needs and wants.

**Achievements:** Increase sales by 8%

**Computer Skills**
**Operating Systems:** Windows, DOS
**Packages Known:** MS Office (Word, PowerPoint, Excel)

**Extra Curricular Activities**

* Attended the mega seminar on “Corporate social responsibility” at BSE, Mumbai.
* Industrial visit: Dhirubhai Ambani Knowledge City.
* Undergone 45 days summer internship at ICICI Pru., Jaipur in B.B.A.
* Captain for the Winning Team for Inter College Volleyball Championships in 2007.

**Strengths**

* Hardworking and committed
* Positive attitude

**Personal Details**

**Date of Birth:**
**Languages:** English, Hindi