

## ROHIT GROVER

Contact no.: +919953933399 | Email id.: [rohit.grv@gmail.com](mailto:rohit.grv@gmail.com)

**Linkedin :** [linkedin.com/in/rohit-grover-65a37882](https://www.linkedin.com/in/rohit-grover-65a37882)

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### Career Goal

To grab an opportunity and set myself a goal at an eminent and highly professional software company, where I can be innovative and attain a challenging position by exercising my skills to the fullest and learn as per the role for the growth of the organization and advancing my career.

### Work Experiences

- **Y-Axis Overseas Careers (August 2018 – Till date) as Sales Consultant**

#### **Immigration consultant and International recruiter**

- Counselling enquiries and selling services, over the phone, email & in person.
- Advice on the overseas options available, to enable the candidates & their family to make an educated choice & the right decision.
- Give clear and accurate information based on the current immigration & visa laws & policies.
- Provide a fair and neutral evaluation of a candidate's profile.
- Provide a personal global career strategy customized to their needs.
- Achieve excellent customer service by proactively responding to client queries and advising customers on their overseas immigration and visa needs.
- Meet the assigned targets including tracking, monitoring and reporting of risks pertaining to suppliers and their third parties

<https://www.y-axis.com>

- **Grover Investment Consultant (December 2014 – July 2018) as Sales consultant**

#### **Insurance & Financial products**

- counseling enquiries and selling services, over the phone, email & in person.
- Selling Automobile, fire, health, life, property, and other types of insurance to clients
- Selling financial products, fixed deposit, recurring deposit, mutual funds, monthly investment products to clients
- Educating buyers with all long term or short term financial gain.
- Establish client insurance coverage, calculate premiums and establish method of payment
- Provide information concerning group and individual insurance packages, the range of risk coverage, benefits paid and other policy features
- Ensure appropriate forms, medical examinations and other policy requirements are completed
- Monitor insurance claims and respond to clients' enquiries
- Identify and solicit potential clientele.

- **Max International (April 2008 – March 2010) as Marketing & Sales Executive**

- Maintain and grow sales relationships with existing clients
- Identify and solicit potential clients
- Assess clients' needs, recommend or assist in the selection of Shuttering goods or services, and negotiate prices or other sales terms
- Provide input into product design where goods or services must be tailored to suit clients' needs
- Develop sales presentations, proposals, or other materials to illustrate benefits from use of good or service
- Estimate costs of installing and maintaining equipment or service
- Prepare and administer sales contracts and maintain customer records
- Consult with clients after sale to resolve problems and to provide ongoing support
- Troubleshoot technical problems related to equipment
- Develop and maintain technical product or service knowledge to explain features to clients and answer questions about goods or services
- Develop, implement and report on marketing plans and sales strategies to achieve business goals
- Assess market conditions and competitors' activities and develop an awareness of emerging markets and trends
- supervise the activities of other technical staff and sales specialists.
- training in the operation and maintenance of equipment

[www.maxformwork.com](http://www.maxformwork.com)

## Education

### Bachelor of Computer Applications

- Vivekananda Institute of Professional studies (VIPS) / GGSIPU ( <http://ipu.ac.in/> )
- 08/2010 – 08/2014
- *Database, networking, data structure, core programming languages like 'C','C++' and 'java'*
- 58.59%
- *New Delhi, India*

### Diploma in Advance Fashion and Product Photography

- Triveni Kala Sangam ( Camera Art Institute)
- 09/2013 – 11/2013
- *Mandi House , New delhi*
- **Advance Analogue And Digital Photography**

### Higher secondary

- **National Institute of Open Schooling (NIOS)**
- *01/2010 – 04/2010*
- *Vocational*
- **64%**

● **New Delhi , India**

### Senior secondary school

- **Vidya Bharati School ( CBSE )**
- *04/2006*
- **66.66%**

● **New Delhi , India**

### Software Exposure

- **Languages:** HTML, SQL Android Applications
- **Applications:** Salesforce , Microsoft Office, Adobe Photoshop,, DAW, Adobe Premier, Logic pro, Final cut pro
- **Key Personal skills:** Communication, Intuitive, Goal Oriented and Natural Leader, Creative and Flexible, Extrovert, Motivator and Self-motivated, Versatile.

### Personal Profile:

**Date of Birth:** 12-04-1990.

**Gender:** Male

**Marital Status:** Unmarried

**Languages Known:** English, Hindi (Read, Write, Speak) Punjabi (Speak)

**Hobbies:** Photography, Lyricist, Music composing, Music production, Rapping

### Declaration

I hereby declare that the above furnished details are true to the best of my knowledge and belief.

**Place:** Bangalore

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