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| **Name** | **Gaurav Chaturvedi** | E mail  | chaturvedigaurav80@gmail.com |
| **Experience** | **16 Years** | Profile | Publishing |
| **Reporting** | **Director** | Contact | +919810160021 |

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| Summary of Experience |

I started my career in publishing industry as sales representative and grew to the role of leading a team as Business Development Head.

During this journey, I got an excellent understanding of following business areas

\* Territory and sales planning \* International school curriculum \* Manage multi-state,country territory

\* Account management \* Relationship management \* Organising TDP

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| Professional Experience |

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| **Organisation** | **Goyal Books Overseas Private Limited / Goyal Brothers Prakashan** |
| **Organisation Profile** | Goyal Books Overseas is part of Goyal Brother Prakashan that would go a long way in addressing the multi-lingual needs of the young students of the present times. All our books are based on school curriculum patronized by leading educators, worldwide.Goyal books Overseas combine the knowledge and experience of best brains in academic field both at National and International levels. Top quality textbooks, workbooks, guided reading and supplementary reading books are published. |
| **Role / Period** | **Business Development Head / February 2018 till date** |
| **Area**  | Haryana, Jammu and Kashmir, United Arab Emirates, Sri Lanka |
| **Reporting** | Director |
| **Responsibility** | * Overall responsible for planning and execution of sales in the region.
* To develop and implement the Business Development plan.
* Defining the company goals for the short, medium and long term.
* Work closely with international colleagues to help digital activities in overseas territories.
* Conducting dynamic presentations targeted to key decision makers while negotiating profitable contracts and agreements in conjunction with senior management.
* Interaction with enrolled business partners, institutions, and schools.
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| **Organisation** | **Nature Nurture Eduserv Pvt. Ltd.** |
| **Organisation Profile** | Nature Nurture is an Education Management the organisation is specializing in the designing of school curriculum.It also undertakes the customizing of curriculums as per the specific needs of the school, thereby providing complete school solutions. |
| **Role / Period** | **Outreach and Business Development Head / August 2017 to February 2018** |
| **Area**  | All India, Middle East.  |
| **Reporting** | Managing Director |
| **Responsibility** | * Help in developing and adapting the company vision to the changing business environment.
* Sources new sales opportunities through inbound lead follow-up and outbound cold calls and emails in assigned territory.
* The annual business development budget in compliance with the company policy and present it to the board for approval.
* To develop and build a competitive business development team consisting of managers and executives.
* Responsibilities include the creation of awareness of Nature Nurture on Pan India basis.
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| **Organisation** | **Cambridge University Press India** |
| **Organisation Profile** | Cambridge University Press is part of the University of Cambridge. It furthers the University’s mission by disseminating knowledge in the pursuit of education, learning and research at the highest international levels of excellence. Playing a leading role in today’s global market place, having over 50 offices around the globe, and distributes our products to nearly every country in the world. |
| **Role/Period** | **Zonal Manager-Education, North 1 - October 2006 – June 2017** |
| **Area**  | Punjab, Jammu & Kashmir, Haryana, United Arab Emirates, Uttaranchal, Uttar Pradesh, Some area of Himachal Pradesh and Delhi (North). |
| **Reporting** | Vertical Head – Education |
| **Responsibility** | * Proficiently handling and supervising the team of sales professionals, motivate them in achieving the sales targets, business objectives and foster a spirit of team work.
* Promotion of print and digital products in different curriculum/board schools. (CBSE, ICSE IGCSE, AS & A Level, IBDP Schools,)
* Promotion of Cambridge English Language Assessment, providing the world’s leading range of qualifications for learners and teachers of English.
* Overall responsible for planning and execution of sales in the area.
* Identifying reliable channel partners and establishing strategic alliances to facilitate deeper market penetration thereby enhance sales.
* Analyzing latest marketing trends, tracking competitor’s activities.
* Providing valuable inputs for fine tuning of sales & marketing strategies.
* Organising product demos for clients.
* Evolving new lines of business through account prospecting, market analysis, and client relationships to propel business success and achieve organizational goals.
* Create brand awareness by organising pre & post sales “Teacher’s Development Programme”
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| **Organisation** | **Ratna Sagar Pvt.Ltd.** |
| **Organisation Profile** | Ratna Sagar is one of the most renowned publishing houses in India today.Ratna Sagar is named after a library of the Nalanda University, an ancient seat of learning which flourished over 2000 years ago. Founded in 1982, Ratna Sagar brings out books that represent exemplary standards of publishing.  |
| **Role / Period** | **Sales Executive / August 2002 to October 2006**  |
| **Reporting** | General Manager  |
| **Area**  | Haryana, Some area of Rajasthan. |
| **Responsibility** | * Promotion of print products in CBSE, ICSE schools.
* Leading and motivating a team, liable for projection and allocation of territory target.
* Maintain and building relationship with customers.
* Organised workshops of different subjects for the teachers and students.
* Interaction with enrolled business partners, institutions, schools and customers.
* Exploring profitability through effective administration of manpower.
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| Key competence |

\* Building relationship \*Team worker and team leader \* Strong analytical skills \* Convincing ability \* Willingness to learn \*Ability to travel locally and abroad

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| Education |

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| **Graduation** | Delhi University | 2001 |
| **Certificate in Computing** | IGNOU | 1998 |
| **Class XII** | Kendriya Vidyalaya, Janakpuri ,New Delhi | 1998 |
| **Class X** | Kendriya Vidyalaya, Janakpuri ,New Delhi | 1996 |

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| IT Skills |

* Excellent understanding of MS office.
* Proficient at basic IT skills.
* Familiar with MS Office, tally package and internet operations.

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| Extra-Curricular Activities |

* Awarded several times in co-curricular activities and sports at school level.
* Awarded as the “Best Sales Person **-** All India” for the year 2008, 2009, 2011 by the Cambridge University Press Management.
* Awarded as the “Best Sales Person **-** North India” for the year 2010, 2013 by the Cambridge University Press Management.
* Achieved aspiration budget target every year.

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| Areas of Interest |

* Travelling.
* Explore new area.
* Meeting new people.
* Listening to music.
* Postal Stamp and currency collection of different country.

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| Personal Details |

* Date of Birth : 08th May1980
* Address Details : C-202, Shakti Apartments, Plot -18, Sector-5, Dwarka New Delhi - 110075
* Father’s Name : Late.Sh. A.K. Chaturvedi
* Marital status : Married
* Languages known : English, Hindi

The details mentioned herein are true and to the best of my knowledge

**Gaurav Chaturvedi**