**Girish Nayyar**

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**Email: girishnyrxx@gmail.com**

**Mobile: 9355XXXX70**

**H No: Flat no 301, 3rd Floor,  
Vasanth Apartments, Nungambakkam,  
Chennai, Tamil Nadu 600034.**

**Professional Summary**

A marketing professional with over 7 years of experience in leading marketing campaigns, executing strategy and promoting business.

**Work Experience**

Working as a Sales Manager **at ABC Technologies Pvt Ltd** since **01 Mar 2021**.

**Key Responsibilities:**

* Analyze business potential and execute strategies to drive sales.
* Ensure maximum brand visibility and capture optimum market share.
* Monitor competitor activities and plan effective counter measures.
* Analyze market trends and sales performance
* Maintain communication with advertising and PR agencies for management of advertisement campaigns.
* Handle all administrative work in sales aspects such as customer relationship management, enquiries, warranties, and payments etc.
* Work closely with team leaders & sales executives to successfully implement road map.

Worked as a Asst Marketing Manager at **XYZ Tech Pvt Ltd** from **05 Jan 2016** to **28 Feb 2020**.

**Key Responsibilities:**

* Work closely with stake holders and business leaders to understand business goals.
* Support the manager by monitoring and executing daily B2C operational tasks.
* Increasing brand awareness and market share.
* Conducting competitor/market analysis by observing market trends and competitor moves.
* Negotiation and following up with the clients.
* Providing post sale technical support

**Educational Qualifications**

* M.B.A from Presidency College in 2014 with CGPA 7.8
* B.Sc. Computers from Guru Nanak College in 2012 with CGPA 7.5
* Intermediate (MPC) from St Johns Educational Trust in 2009 with CGPA 8
* 10th Class from Vidya Mandir Secondary School in 2007 with CGPA 8.1

**Key Skills**

* Strong communication and interpersonal skills
* Adaptability and resilience
* Time management
* Critical thinking and problem solving
* Good team player
* Knowledge of computers (MS Word, Excel & PowerPoint)

**Personal Details**

Date of Birth : 15 Sep 1996

Gender : Male

Marital Status : Married

Father’s Name : Krishna Murthy

Languages Known : English & Tamil

Hobbies : Reading books & Playing Cricket

Religion : Hindu

**Declaration**

All the above information is correct up to my knowledge and I bear the responsibility of the correctness of the above information.

Place:

Date: Signature.