|  |  |  |
| --- | --- | --- |
| **Rajat Maskare**  male, DOB : Jan 24th 1994 | ✆ : +7756936056/+9529886211  🖂rajatmaskare.94@gmail.com |  |

Scholastic Record

*2020*

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Year** | **Degree** | **University** | **Institute** | **CGPA %** |
| 2014 | BBA | Rashtrasant Tukadoji Maharaj Nagpur University | Dr.Babasaheb Ambedkar College, Nagpur | 58% |
| 2011 | Intermediate | Maharashtra State Board | Prerna College, Nagpur | 58% |
| 2009 | Matriculation | Maharashtra State Board | Railway Men’s High School, Nagpur | 55 % |

Work Experience (4.5 years)

|  |  |
| --- | --- |
| **Maitreya Developers Jan 2019 – till now** | |
| **Sales & Marketing Head** | * Currently working as a Sales & Marketing Head at Maitreya Group. * Responsible for handling sales & marketing team to achieve target. |

|  |  |  |  |
| --- | --- | --- | --- |
| **Country Vacations International Ltd.** | |  | **Sept 2017 – Aug 2018** |
| **Take Over Manager** | * Worked as a Take Over Manager at Country Vacations International Ltd. (Riyadh) **Saudi Arabia** | | |

|  |  |  |  |
| --- | --- | --- | --- |
| **Country Vacations India Ltd.** | |  | **Jan 2014 – Sept 2017** |
| **Sales Executive** | * Worked as Sales Executive from Jan 2014 - Sep 2017 at Country Vacations India Ltd. Nagpur | | |

|  |  |  |  |
| --- | --- | --- | --- |
|  | | **Take Over Manager** |  |
| **Roles & Responsibilities** | * Responsible for generating sales and achieving sales target * Listening to customer requirements and presenting appropriately to make sales * Monitoring, recruiting, training & motivating the sales team for ensuring optimum performance | | |

Area of expertise

|  |
| --- |
| * Expertise in managing development and implementation business strategies |
| * Skilled in handling pricing strategies, competitor and market analysis and target marketing |
| * An effective communication and team leader with strong analytical, problem solving and organizational abilities |

domain skills

|  |  |
| --- | --- |
| **Relationship Management** | * Manage relationships with various businesses to reach base business sales growth goals |
| **Business Development** | * Capturing significant competitive business and presenting optimum solutions |
| **Decision Making** | * Forecasting sales targets and executing them in a given time frame thus enhancing client |

Awards &Achievements

|  |  |  |
| --- | --- | --- |
| **Extra-Curricular** | * First prize in Sales promotion in Pravah organized by LokmanyaTilak Institute of Management * First prize in Sales promotion in Kashti organised by Global Business School * First prize in Sales promotion in Spandan organised by Department of Business Management, Nagpur University | *2012*  *2014*  *2015* |

HOBBIES

|  |
| --- |
| * Travelling, Mentoring, Community involvement |