

Harish Rawat

Sales



Summary

Looking for an exciting and dynamic role where I can utilize my skills and experience to drive tangible results. Passionate about joining an organization that fosters a culture of innovation, continuous learning, and personal growth..

Experience

Bharti Retail Pvt Ltd

form [Operation Team Members](#)

Mar 2009 – Mar 2011

receiving and stocking merchandise, pricing items, managing sales floor presentation, handling customer inquiries, processing transactions, maintaining inventory accuracy, adhering to safety protocols, and coordinating with other departments to optimize store operations; .

Hindustan Unilever Pvt Ltd

form [Marketing Executive](#)

Mar 2014 – Mar 2019

A marketing executive plans and executes marketing campaigns, develops brand awareness, and manages customer relationships. They also analyze market trends and competitor strategies. .

Mrs.Bector Foods Pvt Ltd

form [Territory Sales Incharge](#)

Aug 2019 – Feb 2020

A territory sales incharge is responsible for sales and distribution in a specific area, or territory. They develop sales strategies, set goals, and manage a team of sales representatives. They also monitor competitors and work to improve brand awareness. Develop sales strategies to increase revenue and market share. Manage a team of sales representatives, account managers, and other staff. Maintain strong relationships with customers and address their concerns. .

Hiveloop Technology Pvt Ltd

form [Business Development Executive](#)

Sept 2020 – May 2023

ective (BDE) is responsible for driving a company's growth by generating new business, expanding the customer base, and

Contact

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DOB:

24.11.1988

Nationality:

Indian

Gender:

Male

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Jalandhar City Punjab

Skills

Marketing

★ ★ ★ ★ ★

Active listening

★ ★ ★ ★ ★

Computer

★ ★ ★ ★ ★

Communication

★ ★ ★ ★ ★

Language

Hindi

English

Punjabi

Hobbies

Networking events

Marketing

Travel

increasing revenue. They work with various departments to develop strategies and plans to achieve these goals. • Identifying profitable business opportunities • Conducting extensive market research • Creating actionable business strategies • Nurturing relationships with clients • Analysing market trends • Tracking business performance • Allocating and managing the company's resources .

Hiveloop Technology Pvt Ltd

form [Key Account Executive](#)

May 2023 – Feb 2024

A key account executive manages a company's relationships with its most important clients. They build and maintain relationships, drive sales, and ensure customer satisfaction. Develop and maintain strong relationships with key clients. Act as the primary point of contact for assigned accounts. Identify client needs and provide tailored solutions. Collaborate with internal teams to ensure client satisfaction. Monitor account performance and address any issues promptly. Negotiate contracts and agreements to maximize revenue. Prepare and deliver presentations to clients. Stay updated on industry trends and market conditions..

Zepto

form [Team Leader](#)

Nov 2024 – Feb 2025

Setting Clear Goals and Objectives: Team leaders are responsible for defining and communicating clear objectives that align with the organization's vision and priorities. **Providing Direction and Guidance:** They offer direction and guidance to team members, ensuring everyone understands their responsibilities within the team structure. **Facilitating Effective Communication:** Team leaders foster an environment of open communication, encouraging dialogue, feedback, and collaboration among team members. **Promoting Collaboration and Teamwork:** They promote a culture of collaboration and teamwork, facilitating cross-functional cooperation and knowledge sharing. **Monitoring Progress and Performance:** Team leaders track team progress, identify potential bottlenecks or issues, and take proactive measures to address them. **Offering Support and Mentorship:** They provide support and mentorship to team members, offering guidance, coaching, and development opportunities to help them grow. **Resolving Conflicts and Issues:** Team leaders mediate and resolve issues that may arise, fostering a positive and harmonious work environment. **Empowering and Delegating:** They empower team members by appropriately delegating tasks and responsibilities, allowing individuals to take ownership of their work and contribute meaningfully to team goals. **Leading by Example:** Team leaders lead by example, demonstrating integrity, accountability, and a strong work ethic in their actions and decisions. **Continuously Improving Processes:** Team leaders are responsible for continuously evaluating and improving team processes, leveraging insights and feedback to enhance efficiency and effectiveness..

Education

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form [Vivekanand Day Boarding Public School](#)

Mar 2003 – Mar 2004

12th

form [Suman Day Boarding Public School](#)

Mar 2013 – Mar 2014

BA Arts

form [Guru Nanak Dev University](#)

Dec 2016 – Feb 2020

ITI Electrician

form [United Christian Institute](#)

Mar 2013 – Mar 2015

Diploma In Computer Application

form [Mehr Chand Polytechnic College](#)

Apr 2012 – Mar 2015