



Tejash Chhatrala

experienced and energetic marketing manager with over four years of experience effectively managing marketing projects from conception to completion. capable of increasing sales and overall company productivity through the use of digital marketing.

GET IN CONTACT

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PERSONAL DETAILS

- Current Location Ahmedabad
- Date of Birth Mar 27, 1997
- Gender Male
- Marital Status Married

SKILLS

- Sales
- Marketing
- Digital Marketing
- Business Development
- Project Management
- Business Strategy
- Competitive Analysis
- Growth Strategy

TECHNICAL SKILLS

- MS OFFICE
- EXCEL
- INDESIGN
- Visual Studio Code
- SALESFORCE
- Hubspot

LANGUAGES KNOWN

- English
- Gujarati
- Hindi

COURSES & CERTIFICATIONS

- Six Sigma Black Belt
- Google Digital Marketing
- Advanced Google Analytics
- Content Marketing Certified

SOCIAL LINKS

- <https://www.linkedin.com/tejashchhatrala/>

PROFILE SUMMARY

The primary focus is to create a marketing strategy. So These strategies outline clearly how the organization will promote the Products and Services to the target market with an aim of increasing sales volumes and maintaining a competitive edge over competitors. Marketing Management is useful in any organization because marketing is the foundation of the organization's growth.

EDUCATION HISTORY

Post Graduation

Course	MBA/PGDM(Marketing)
College	Narsee Monjee Institute Of Management Studies (NMIMS)
Year of Passing	2021
Grade	85%

Graduation

Course	B.Tech/B.E.(Electrical)
College	gujarat technological university
Year of Passing	2018
Grade	7.1/10

Class XII

Board	Gujarat
Medium	Gujarati
Year of Passing	2014
Grade	50-54.9%

Class X

Board	Gujarat
Medium	Gujarati
Year of Passing	2012
Grade	50-54.9%

WORK EXPERIENCE

Sep 2022 to Present

Assistant Sales Manager at Pine Labs pvt ltd

Marketing Pipeline

- Build/ customize demos and presentations
- Promote marketing collaterals
- Qualify prospects as per sales plan, budget, and decision making

- Focus on horizontal markets and handle key prospects relationships
- Promote PL products by creating meaningful networks

Sales Process

- Conduct cold calls to prospective clients and set appointments.
- Assess the needs of a prospect and promote suitable solutions
- Offer products and services to satisfy prospect needs
- Ensure client buy-in through the use of demos, presentations, and use-case customization

Knowledge Management

- Build and document sales activities in Salesforce
- Engage and be an expert in products offered at PL, API Integration

Customer Engagement

- Exceptional Customer Service - Deliver high NPS in the area through excellent customer service
- Ensure retention through periodic connections with converted prospects

Aug 2019 to Sep 2022

Senior Executive Sales and Marketing at Samudra Technologies

- independently manage assigned accounts. Develop and manage a pipeline of opportunities and proactively work to close opportunities.
- Work with the sales team to develop and execute sales plans for target market sectors across the portfolio of solutions
- Work with the Technical and Purchase team and create a timeline from purchase to install the system at the client site.
- Generate international and domestic leads, working with US, UK, Australia and Canada client.
- Manage team of sales and marketing .
Develop and execute long and short-range sales plans to
- meet and exceed sales objectives as established by the Managing director.

Jun 2018 to Aug 2019

Senior Sales Executive at Ganshyam Engineering Company

- Holds full responsibility for all marketing and communication matters
- Has full responsibility for stand design decisions, catering and giveaways for industry trade fair
- Provides marketing consultancy for specific campaigns and liaises with internal stakeholders
- Maintains and updates company website, intranet site and internal marketing pages
- Proactively drives, prepares, and writes all communication, for example company announcements