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PROFILE SUMMARY

An **Enthusiastic, Dynamic** and **highly motivated** computer science graduate with **marketing specialization** at Alliance Ascent Collage. Having ability to adopt to difficult situations and possess ability to get into details. Looking forward for a fruitful career in **sales and marketing** with a good organization.

EDUCATION AND QUALIFICATION

| INSTITUTION | PERCENTAGE % |
|--|--------------|
| Master Of Business Administration At Alliance University (2017-2019) | 61 |
| Bachelor Of Computer Application at Acharya Bangalore B School (2013-2017) | 59 |
| Class XII from N.I.O.S (2013) | 58 |
| Class X from West Bengal Board Of Secondary Education (WBBSE) (2009) | 60 |

INTERNSHIP/ PROJECT DETAILS (MAY 2018 – DECEMBER 2018)

Internship done at LAUNDROKART Pvt Ltd.

- Measuring Market Potential for expanding physical store in Bangalore
- Exploration and Evaluation of market, consumer needs, and current practices
- Listing out different premium PGs and Apartments all across
- Visiting the location and contacting the Owner / marketing office
- Connecting them with Laundrokart to provide services
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WORK EXPERIENCE ASSISTANT MANAGER. (JAN 2019 - DEC 2019)

- Channel Vertical at **SHRIRAM PROPERTIES**.
- I was Responsible for servicing existing channel partner base while generating new business from
- Activating new channel partner.
- Provided timely and accurate response to customers provided by the existing channel partner.

WORK EXPERIENCE AS BUSINESS DEVELOPMENT. (DEC 2019 - AUG 2020)

- Worked at **Samast Technologies (Magicpin)**.
- Role -Business Development
- I was responsible for acquiring new merchants in the retail for the marketing and sales acceleration.
- Retention of the exiting base of merchants and activating new renewal plans for business.
- Exceeded all company sales goals and objectives as it relates to this position.

WORK EXPERIENCE AS RENEWAL SPECIALIST MANAGER (SEP 2020 - PRESENT)

- Renewal Specialist Manager at **BYJUS THE LEARNING APPLICATION**.
- I was responsible for mentoring the existing customers for the last few months of the subscription plan.
- Building up the relationships with the customers to make the upselling process easy as soon the present subscriptions expires.
- Proper follow-ups and post resolutions queries are made to provide best customer experience.
- Proper reporting on a daily basis to the immediate reporting manager to provide him a hustle free process of a renewal specialist role.

KEY SKILLS & STRENGTHS

- **Key Skills**- Sales (Direct and Channel), Marketing.
- **Tech skills**- SFDC, Microsoft (Word, PowerPoint, Excel)

ACHIEVEMENTS

- Certified in **Digital Marketing**.

CURRICULAR ACTIVITIES

- **Travelling and interacting** with new people.
- Sports Events (**Football**).
- Participate in **Blood Donation Camp** conducted by **ABBS Bangalore**.

PERSONAL DETAILS

Date of Birth : 22.11.1991

Languages Known : English, Hindi, Kannada and Bengali.

Present Address : 7th Main, 2nd Phase, BTM LAYOUT, Bangalore-560068

Permanent Address: 276/50, Buddha Road, Asansol -713301, West Bengal.

Place: Bangalore

Signature- Sourav Tewari

