



Gourav Upadhyay

Cluster Manager-Sales

📁 Employment History

Cluster Manager-Sales at Ceasefire industries pvt ltd, Greater Noida

December 2021 — Present

1. Analyze market trends and competitor activity to develop effective sales strategies for the cluster.
2. Identify growth opportunities within the cluster and implement targeted sales initiatives.
3. Develop and execute sales plans for each location within the cluster, aligning with overall company strategy.
4. Build and maintain strong relationships with key customers within the cluster
5. Address customer concerns and ensure high levels of customer satisfaction. Identify opportunities to cross-sell and upsell products or services across the cluster.
6. Communicate sales performance and strategies to senior management
7. Monitor individual sales performance and provide regular feedback.
8. Investigated potential fires or hazardous incidents that occurred within the organization's facilities.
9. Reviewed blueprints for new construction projects to ensure adherence to fire safety standards.
10. Develop and execute strategic plans to achieve business objectives and growth targets.

Executive Assistant at Deutsche Bank, New Delhi

February 2019 — July 2021

1. Managed a team of Security Officers responsible for monitoring CCTV cameras and responding to alarms.
2. Monitored physical access to the premises, ensuring that only authorized personnel were allowed entry.
3. Developed and enforced security policies, procedures, and protocols to protect confidential information.
4. Coordinated with vendors for installation of new hardware, software related to network, systems security.

🎓 Education

10th, Shree CL.R.N Seksaria Inter College, Hathras, Hāthras

May 2006

12th, Shree C.L.R.N. Seksaria Inter College, Hathras, Hāthras

May 2010

Bachelor of Science: Mathematics (Hons.) , Delhi University, New Delhi, New Delhi

May 2015

Details

Hāthras

India

8800688038

upadhyay444@gmail.com

Skills

Leadership Skills

Teamwork

Ability to Multitask

Computer Skills

Communication

Customer Service

Good time management

Effective Time Management

Languages

Hindi

English

**Master of Science: Industrial Maths With Computer Apps. , Jamia
Millia Islamia, New Delhi**

June 2018

**Advance Diploma In Industrial Safety: Industrial Safety.,
Maharashtra State Board Of Technical Education, Nagpur**

May 2024