

Curriculum Vitae

SUHAS DEVIDAS NIKRAD

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➤ EXPERINCE

- I had been working in the **INVENTRIX** Software Company from 15 February 2018 to 30 September 2021 as a Business Development Officer.
- After I worked in **Niva Bupa Health Insurance** from 26 October 2021 to 14 December 2021 in Ahmednagar.
- After I worked in **DeskTechInfoSolution Pvt.Ltd** from 20 December 2021 to 31 July 2023 in Pune.
- Currently working in **Kinetic Engineering Ltd.** as Business Development Executive in Ahmednagar.

➤ Roles and Responsibility

- 1) **Inventrix** is a product based IT company. It is developed one ERP that name is **smartschoolz**. It is school management ERP. In that company, I worked as Business Development Manager. During working as **Business Development Manager** my role and responsibility is visit private English medium school. Give the demo on laptop of ERP. Explain them all the module, feature of ERP. Explain them what is benefit by working manually and working by ERP.
- 2) Design Fee Receipt, Progress report card, Bonafied Certificate and TC according to school requirement.
- 3) Configure fee according to fee structure of school.
- 4) Negotiate the prize, send quotation, sign the agreement between school and organization.
- 5) Importing student, staff data in ERP.
- 6) Organize training to the teacher and staff, how to operate the ERP.
- 7) Taking Regular follow up of payment for increasing profit of organization.

➤ Professional Skills

- Cold Calling.
- Lead Generation.
- Convince people
- Good Communication Skill.
- Taking follow up of Good Customer.
- Generate and increase Business of organization by using different strategy of sales.
- Maintain Good Relation with Customer.

➤ COMPUTER KNOWLEDGE

- Good knowledge of Microsoft Office.
- Good knowledge of Microsoft Power Point.
- Good knowledge of Microsoft Excel.
- Good knowledge of Advanced Excel.

➤ ACADEMIC QUALIFICATION

Sr.No.	Exam	School/College	Year Of Passing	Board/University	Percentage
1	MCA	P.K. Technical Campus, Chakan, Pune	APRIL- 2016	PUNE	57%
2	BCA	New Art's Com.Sci. College, Ahmednagar	OCT- 2011	PUNE	56%
3	HSC	New Art's Com.Sci. College, Ahmednagar	FEB-2007	STATE	53.50%
4	SSC	Shri Ambika Vidyalaya Ahmednagar.	MAR- 2005	STATE	70.13%

➤ AREA OF INTEREST

- Selling the Product.
- Motivate People.
- Give Presentation.

➤ PERSONAL DETAILS

Name : Suhas Devidas Nikrad.

Father Occupation : Work as Tool Engineer in Kinetic Engineering Pvt.Ltd. in Ahmednagar.

Date of Birth : 19/04/1990.

Gender : Male.

Marital Status : Unmarried.

➤ HOBBIES

- Travelling.
- Writing, Reading.

➤ KEY STRENGTH

- Hardworking, Leadership and Self Confidence.
- Ability to work in a team environment, Adaptability.
- Sensitive about my work.

➤ **DECLARATION**

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

Place: Ahmednagar

Date: 16 Dec 2012.

Nikrad Suhas Devidas

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