



Ashish Malviya

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EDUCATION SUMMARY

Degree Certificate	Stream Specialization	Name of Institution & Board University	YOP	Percentage
MBA	Marketing	Ramachandran International Institute of Management, Pune, Maharashtra (SPPU)	20222024	Perusing
BBA	Marketing	Sanghvi Institute of Management & Science, Indore, Madhya Pradesh, (DAVV)	2022	60.63
Higher Secondary	All	Shri Gadge Maharaj Junior College Dhakramal, Maharashtra (State Board)	2018	57.69
Secondary	All	Montfort School, Kusumkot, Maharashtra (State Board)	2016	82.60

Internships & Projects

Post Graduation Internship

Organization: PRIMAX SOLUTION INDORE.

Duration: 8 MAY 2023 TO 8 AUGUST 2023 (3 Months)

Project Title: BUSINESS DEVELOPMENT EXECUTIVE (BDE) intern

Tasks Undertaken and Learnings:

- Working closely with the manager, and completing all allocated tasks..
- Observing and carrying out sales processes.
- Updating documents and sales records.
- Using CRMs track communication with prospective buyers, automatically organize customer data, and send reminders to follow up with leads.

WORK EXPERIENCE

Organization: School of Inspirational Leadership Pune.

Tenure: 10 AUGUST TO PRESENT.

Designation: Associate- Business Development.

Job Responsibility: Business Development Executive.

- Identifying and developing new business opportunities.
- Deepens industry knowledge and understanding of the firm's clientele
- Builds and maintains client databases using CRM tools.

- Documenting the sales process and closing.
- Get contacts of potential customers via cold calling, emailing and internet search
- Maintain and regularly update the customer database, such as name, phone number, & email.

CERTIFICATIONS

- Business Analytics, Pune
- X – Culture, Pune
- NSE Academy, Mumbai

SKILLS

- Sales
- Customer Relationship Management
- Business Development
- Cold Calling

PERSONAL DETAILS

Date of Birth: 01st OCTOBER 1999

Languages Known: English, Hindi

Home Town: Dharni, Maharashtra, INDIA.