

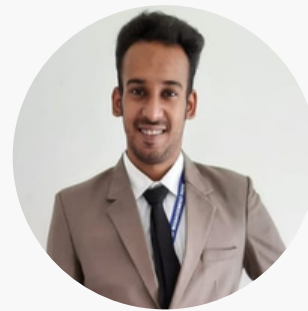
Chetan Dudheria

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Highly motivated and analytical professional seeking an entry-level data analyst position. My background in business development has honed my creative thinking and problem-solving skills, which I now aim to apply in the field of data analysis. With a strong passion for leveraging data-driven insights, I am eager to contribute to the success of businesses by providing valuable and effective data-driven solutions to their challenges.

Work Experience

Management Trainee

Calyx Container Terminals Pvt Ltd | May 2022- Dec 2022

- Prospect relentlessly to build pipeline and build strong relationships with customers.
- Client Visits.
- Achieve sales targets through new client acquisition and growing the existing client base in the assigned territory.

Summer Project/ Graduation Project

Pre-Sales Intern

Whitehat Education Technology Pvt. Ltd | May 2021- July 2021

- Call and Engage with potential customers of (Whitehat, Byjus or any other affiliates).
- Pitching the Whitehat Value Proposition to the users.
- Booking a trial class for interested users.
- Follow up or resolve any issues for the user if he/she is facing to complete the trial class.

Sales Intern

Future Retail Limited at FBB | Jan 2018

- Deal with all issues that arise from staff or customers (complaints, grievances, etc) authentically.
- Maintaining outstanding store setup and visual merchandising standards.
- To maintain the optimum inventory levels at the store.

Skill & Expertise

- Problem- Solving
- Communication Skills
- Time Management
- Excel Skills

Education

PGDM (Marketing)

Indira Institute of Management Pune | 2020-2022

BBA

Techno India Hooghly Campus | 2016-2019

Additional Qualifications

- Completed a simulation based E-learning program on the world best B2B sales program called "**Creating Client Value**" built by **Imparta** in conjunction with London Business School and Neil Rackham.
- **Dale Carnegie**- Master Class in Sales & Service Excellence.
- **Psycho-Geometrics** workshop by certified licensed Representative of Psycho- Geometrics LLC India

Tools

- SQL
- Snowflake
- MS Office
- Power BI

Certificate

- Certificate in Digital Marketing.
- Certificate in Google Analytics.

Extra-curricular Activities

- Participated in Cricket Tournament at College Level.
- Participated in Badminton League at College Level
- Participated in Rock Climbing Course from Pioneer Adventures Society

Languages Known

- English, Hindi & Bengali