

KRUNAL K. TOTE

Phone: +91 - 9764443530

E-mail:krunkishortote@gmail.com

Career Objective

To be involved in work where I can utilize my skills creatively, acquire new knowledge and put my efforts for achieving organizational as well as individual goals

Snapshot

- ▮ 2.5 Years of diversified working in Sales department as 'Business Analyst'.
- ▮ Demonstrated ability to work both in independent and team-oriented environments with well-developed organizational skills, excellent interpersonal and communication skills, self-starter and a quick learner.

Achievements


- ▮ Awarded as "customer Kudos of the Month" Three times in my working period for generating maximum number of clients base.
- ▮ Awarded as "Fastest Fifty of the Month" for bringing highest payment at the start of the month.
- ▮ Awarded as "Target Achiever of the month" for continues Eleven times in a row.


Academics

Qualification	Board/University	Year of Passing	% of Marks
B.E. (Electrical Engineering)	Nagpur University	2018	6.65
HSC	Maharashtra State Board	2014	64.77 %
SSC	Maharashtra State Board	2012	81.60 %

Career Experience

Organization	1.ResearchInn Investment Advisor
Description	Worked in sales Department (6/2018 - 2/2020)
Role	BDE, Business Analyst, Senior Business Analyst, Team lead
Highlights	<ul style="list-style-type: none">▮ Present, promote and sell Equity and Commodity Market financial services using solid arguments to existing and prospective customers.▮ Perform market research, cost-benefit and needs analysis of existing/potential customers to meet their needs.▮ Establish, develop and maintain positive business and customer relationships. Update customers with daily market updates and Managing database on CRM.

Organization	2.Capital Via Global Research Limited 
Description	Worked in sales Department (2/2020 – 7/2020)
Role	Client Acquisition Manager
Highlights	<ul style="list-style-type: none"> ▮ Present, promote and sell Equity and Commodity Market financial services using solid arguments to existing and prospective customers. ▮ Perform market research, cost-benefit and needs analysis of existing/potential customers to meet their needs.

Organization	3.AnkHub Technology Services 
Description	Internship (8/2020 – 1/2021)
Role	Intern
Highlights	<ul style="list-style-type: none"> ▮ Attending departmental meetings and client visit. ▮ Assisting colleague with relevant tasks. ▮ Organizing part of a training course, workshop or lecture.

Languages Known:

<ul style="list-style-type: none"> • Java • C • DSA 	<ul style="list-style-type: none"> • Git • MySQL • OOPs 	<ul style="list-style-type: none"> • CSS • HTML5
--	--	--

Extra curricular :

- ▮ Representative of save the children for Covid -19
- ▮ Internship at CTPS(Chandrapur Thermal Power Station)
- ▮ Internship at Reliance Power Plant
- ▮ Member of CraneBot 2.0 at Technex 2016.
- ▮ Organizer Of Poster Competition on “International youth day”

Key Projects:

- ▮ Project on “Air Compressor – Diaphragm” to Study the basics of “Diaphragm Compressor”.
- ▮ Project On “Monitoring Vehicular Pollution by using Embedded System for Monitoring, calculating and making people aware of pollution emitted by their vehicle

Personal Details

Date of Birth : 25-12-1996
 Marital Status : Single
 Nationality : Indian