**ANUPAM SOOD**

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# Educational Qualifications

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| --- | --- | --- | --- | --- |
| **Course** | **Year of Passing** | **Name of Board/University/Institute** | **%age** | **Division** |
| MBA (Marketing/ HR) | 2014 | Jagan Institute of Management Studies | 60% | 1st |
| Graduation | 2010 | IHM Chandigarh (Dr.Ambedkar institute of hotel management) | 62% | 1st |
| XII | 2007 | A.C National public school/ PSEB | 65% | 1st |
| X | 2005 | Bhartiya Vidya Bhawan Vidyalaya/ CBSE | 72% | 1st |

# work experience

Jan’14 to Apr’14 Bennett Coleman & Co. Ltd.: Magicbricks.com

 Joined as a key account management trainee

Work Profile:

 Acquiring new clients in the specified region / market.

 Creating / maintaining excellent relationships with clients.

 Positively promoting the Company, its mission and core values.

 Ensuring timely collection of all revenue from clients.

 Giving regular feedback on market conditions and competition

Jun’10 to Oct’11 Sayaji Hotels and Bar-Be-Que Nation, Pune

 Joined as a management trainee and was promoted as a Floor Manager

Work Profile:

 Training in the core departments of the hotel

 Business development/ Client acquisition

 Front office/ Reservation management

 Project/ Event management

 Team management

# Internships

May’14 to Jun’14 Mahindra & Mahindra, Swaraj Division

Title: Dealer Satisfaction Survey

Responsibilities:

 Regular communication with the dealers pan India

 Designing the questionnaire

 Analysis of the data collected

 Reporting the problems to the Marketing manager

 Recommendations for the dealer’s satisfaction

Received a letter of appreciation from the Sr. Manager, Marketing department, Mahindra & Mahindra ltd.

May’09 to Oct’09 Hotel Mount view, Chandigarh

Responsibilities:

 Training in the core departments of the hotel

 Front office, Housekeeping and Restaurant management

# other distinctions

 Won the business simulation game held at Jims college

 Active member of Entrepreneurship Cell, Placement Cell, Cultural Club, Class Representative at Jims

 Successfully organized our college fest ”Verve”

 Organized and emceed the international conference on “Exploring the soul of business”.

 Organized the New Year’s event (2011) hosted by Mohit Chauhan (Singer) at Sayaji hotel, Pune

# skills

 Excellent communication skills

 Critical thinking

 Paradoxical relationship with ambiguity

 Team building

 Self motivated

 Willingness to learn

# it skills

 Microsoft office Word, Microsoft office Excel. Microsoft office Power point

 Internet Browsing

# Personal details

Date of Birth : 16 August 1989

Languages Known : English, Hindi and Punjabi