Curriculum Vitae

**Name :** **Parmanand Vishwakarma**

**Date of Birth & Age :** 04th March 1988

Major Specialization : Marketing (Retail-minor)

**Academic Background :** MBA+PGP

**Address** **:** F. no/16, Surgum society, behind IIFL build, kothrud depot

Pune-411038

**E-mail** : [vparma01@gmail.com](mailto:vparma01@gmail.com) , +918793365408

Work Experience: (Total Experience – 3.5 Year)

1. **COMPANY NAME- KOTAK SECURITIES LTD. (PUNE)**

**DESIGNATION – CITY MANAGER**

**DEPARTMENT – BANK Channel**

**DETAILS - 11 FEB 2013 TO TILL NOW**

1. **COMPANY NAME- GLOBE CAPITAL LTD. (PUNE)**

**DESIGNATION-Sales Officer**

**DEPARTMENT – Sales and marketing. (Channel and distribution sales)**

**DETAILS - 4 APRIL 2012 TO 30DEC2012. (8 Month)**

**JOB PROFILE –**

Channel, franchises and distribution sales, push company product through them. Make

a company presence in all customers POTENTIAL LOCATION.

1. **Date 15th December 2010 to 22nd June 2011(6 month 7 Days)**

* Name and Address of Employer

H.B. Entertainment Pvt. Ltd. Kolkata WB

* Occupation or position held

Assistant Business Manager

* Type of Business or sector

Media Sector

* CTC: 1.80lacs per annum
* Main Activities and Responsibilities
* Follow up with existing clients.
* Interacting with new clients, Seeking New market & business.
* Selling ideas, services and products.
* To spot and identify Potential clients, manage existing customer relationships.

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| --- | --- | --- | --- | --- |
| **Educational Qualification** | | | | |
| **Course** | **Institute/College/School** | **University/Board** | **Percentage** | **Year of Passing** |
| PGP (Marketing) | AIMS Institute of Management Studies | Autonomous | 59.31 | 2011 |
| MBA (Marketing) | AIMS Institute of Management Studies | Punjab Technical University | 65.12 | 2011 |
| B.Sc.(Computer Science) | Dwarika Prasad VipraBilaspur CG | Guru Ghasidas University Bilaspur CG | 47.26 | 2008 |
| H.S.C(Science) | Saraswati Shishu Mandir Manendragarh CG | CG Board | 53.8 | 2005 |
| S.S.C | Saraswati Shishu Mandir Manendragarh CG | CG Board | 62 | 2003 |

**Summer Internship Project Details**:

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| --- | --- | --- | --- |
| **Organization** | **Period** | **Title** | **Responsibilities Handled** |
| DNA Newspaper | 60 days | *"Preliminary Survey & Analysis of Readership in Bavdhan Territory of Pune"* | * Promotion of our company. * Increase the readership. * Observe the buying behavior. |

Extra–Curricular Activities

* **Attending “Ekayana- The Power of One”, a 3-Day Corporate Event**
* Participated in various Cricket Tournaments
* Sanskrit gyan examination
* Participated Drama competition

**Academic Project Details**:

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| --- | --- | --- |
| **Title** | **Objective** | **Key Findings** |
| Titan Raga | Research | * the brand was still very much within a **niche** market |

**Live Project Details**:

|  |  |  |  |
| --- | --- | --- | --- |
| **Organization** | **Period** | **Title** | **Responsibilities Handled** |
| KPIT Cummins Info systems Limited | 7 days | “Electronic feature in passenger car” | * Filled the questioner. * Identity customer need and want. * Feedback handling. |
| FUTURE Group (Big bazaar) | 5 days | *Retail Operation and observation* | * Observing customer buying behavior. * Increase the sales. * Team handling. |

**Linguistic Proficiency:** English, Hindi

**Computer Proficiency:**

* Proficient in Ms word, Ms excel ,Ms power point
* Basic knowledge of Tally in Computers

**Other Information**

**My Special Talents : Ability to smart work , generate innovative ideas.**

**My strengths : Team handling, self-motivation**

**Area of improvement : Soft skills**

Date: Signature

Place: **Parmanand Vishwakarma**