**Shailesh Dhote**

MBA – Marketing & Sales

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**Career Objective**

I seek to serve an organization with full dedication, diligence & honesty and achieve the targets on time, as I have been able to do so, this far and to bring my innovative ideas comes true & where I can fully harness my knowledge and experience for mutual benefit.

**Professional Synopsis**

* A result oriented professional with 1.6 years of experience in **Sales, Business Development** & **Customer Service**.
* Possess good knowledge of subjects like Marketing Management, Sales Management, Strategic Management, Supply Chain, Industrial Marketing, and Consumer Behavior etc.
* Highly self motivated with a willingness to learn and adapt with new processes within less time frame

**Professional Expertise**

* **Marketing, Business Development, Direct Marketing, Marketing Research, Internet Marketing, Sales, Team Management, Supply Chain, Customer Service**

**Professional Details**

**American Express Bank, Gurgaon Feb’ 14 – Feb’15**

Customer Service Representative- I

**Roles & Responsibilities:-**

* Analyze individual cases from customer prospective and provide solutions.
* Allocating business among team according to their respective area.
* Maintaining MIS and generate business report.

**iNNC Tech (Innovative Creation Technology), Bhopal Jun’13 – Dec’13**

Marketing Executive

**Roles & Responsibilities:-**

* Making Marketing strategies like promotion, branding etc. for the company.
* B2B dealing in the market and making Sales calls.
* Arrange meeting with clients and interacting with them.
* To sale Software, Hardware & Promotional Services in corporate.

**Scholastics**

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| --- | --- | --- | --- |
| 2013 | MBA (Marketing & Sales) | Amity Business School, Amity University, Noida | 6.33 CGPA |
| 2010 | B.B.A | Extol Institute of Management, Barkatullah University, Bhopal | 66.12 % |
| 2007 | HSC (PCB) | Saraswati Vidhya Mandir, Sarni, M.P.Board | 71.77 % |
| 2005 | SSC | Saraswati Vidhya Mandir, Sarni, M.P.Board | 68.20 % |

**Projects**

Summer Internship Project **May’12 – Jun’12**

Project Title : Comparative Analysis of **Consumers’ Perception** towards Sharekhan ltd. With the

Other Brokerage Firms in Delhi/NCR Region.

Organisation : Sharekhan Ltd., Noida

Description : Aim of the project was to track and measure the satisfaction level of the clients

with respect to the services and offers provided by the company and compare them

with the other brokerage firms and also making the marketing strategies for selling

the company’s product.

Dissertation Report **Jan’13 – Feb’13**

Project Title: Consumer **Impulse Buying Behavior** towards FMCG Products in Organized Retail

Outlets.

Organization: Big Bazaar & Easy Day, Noida

Description : Aim of the project was to do A Comparative Study of Big Bazaar & Easy Day for

Understanding factors which influence the impulse buying behavior of consumer and

Understanding the preference of consumer regarding their daily need shopping

among Big Bazaar & Easy Day.

Other Projects

* Academic Projects on companies likeCoca Cola, Coalgate, Drishti India, etc. (Academic, MBA various Semesters)
* CRM Project on Idea Cellular Ltd. – Customer retention Program.

**Core Competencies**

* Marketing, Market Research and selling skills.
* Strong Analytical and Problem Solving Skills.
* Event Management and Negotiating skills.
* Relationship Management Skills.
* Proficient in MS Office, Excel, SPSS.

**Skill Set**

* Have Positive Approach.
* Ability to adapt any Situation/condition.
* Possess Team Player spirits.
* Have organizational skills, being the coordinator of the Management Fest & Marketing & Retail Summit at Amity Business School, Noida.
* Possess the knowledge of Team management, Consumer Behavior, etc.

**Co-Curricular Activities**

# 1st Runner up in HR quizzes Allianza in college.

* Played at district level sports (volleyball) in school.
* Certificate of honor in case study competitions.
* Active Coordinator in business quiz ‘Prashna’ in AYF (Amity youth festival).
* Participated in Military Training conducted by Amity Business School.
* Active member of Marketing Club and Corporate Resource Centre of Amity Business School & organize various events.

**Personal Dossier**

Date of Birth : 14th April, 1990

Mother’s Name : Mrs. Kusumbai Dhote

Father’s Name : Mr. Dashrath Dhote

Correspondence Address : J- 4/25A, UGF, Khirki Ext., Malviya Nagar, New Delhi - 110017

Permanent Address : S.D- 237 MPPGCL Colonies, Sarni, (M.P.) - 460447

Linguistics : English, Hindi, Marathi & French (Elementary).

Hobbies : Cricket, Other outdoor games, Travelling and Watching

Movies

Shailesh Dhote