

**PALLAV SHARMA**

**MAILING ADDRES : 6/5939,Vishnu dham colony,**

**New madho nagar, Saharanpur**

**Phone no: +918126490526**

**Email:gauniyalpallav007@gmail.com**

**Date of Birth: 22-dec-1987**

**PGDM**

**Specialization:- MARKETING & FINANCE**

**CAREER OBJECTIVE:-**.**.**

To be a part of an esteemed organization and intend to reach a responsible position through disciplined smart work with innovative intelligence and get an opportunity to learn and grow within the company & society in challenging & creative

**PROFILE**

* Aspiring to be an effective executive, enthusiastic to learn all operations and functions related to Marketing.
* Dedicated and hardworking with **honesty**, and completed Post Graduate Diploma in Business Administration from **GSBA (Graduate School of Business & Administration)** with **specialization in Finance & Marketing.**
* **Good Analytical skill,** relationship management and problem solving skills with the ability to work in multi cultural environments

**PROFESSIONAL EXPERIENCE:**ASSOCIATED WITH "**WIN HEALTHCARE**", A DIVISON OF**WIN MEDICARE PVT. LTD, UMESH MODI GROUP** AS A BUSINESS DEVELOPMENT EXECUTIVE FROM **12 DEC 2011 TILL 12 June 2012** AT **MEERUT, U.P** .

**JOB RESPONSIBILITIES:**

* **TO MEET THE DOCTORS ON REGULARL BASIS AND PROMOTE THE PRODUCT,**
* **TO CONVEINCE THEM FOR PRESCRIBING OUR PRODUCT,**
* **MEET THE MONTHLY SALES TARGET**
* **MAINTAINING PROPER TRACK OF THE STOCKS AND PREPARING A STOCK REPORT AT THE END OF THE MONTH .**

**Undertook Two months summer training in GCMMF, AMUL**.

* **PROJECT**: Find out the availability of UHT milk of AMUL and increase the penetration level of UHT milk of AMUL,

-Conducting Research as Management trainee in various retail stores of West Delhi

- Inspected the level of satisfaction among AMUL customer,

- Conduct Sampling Program of UHT milk in various retail stores of South Delhi,

-.Assisted in preparing of data entry, data collection and data analysis.

**INDUSTRIAL VISIT**

Visited **New Holland Agriculture** in Greater Noida where various procedures that are actually followed in the industry were shown, right from procurement of spare, manufacture of engine, making of the body to the final product, the various safety measures taken by the company for t e employees.

**EDUCATION & PROFESSIONAL DEVELOPMENT:-**

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| --- | --- | --- | --- | --- |
| **Examination** | **School/Institution** | **Board/University** | **Year of Passing** | **Result** |
| **PGDM (EQUIVALENT TO MBA)** | **GSBA, Greater Noida** | **AICTE , AIU certification & AUAC accreditation** | ***2011*** | ***68%*** |
| **B.Com** | **J.V JAIN COLLEGE** | **C.C.S UNIVERSITY, MEERUT** | **2008** | **58%** |
| **10+2(COMMERCE)** | **S B M INTER COLLEGE** | **UA Board** | **2005** | **63%** |
| **10th** | **SGRR PUBLIC SCHOOL** | **CBSE** | **2003** | **58%** |

**PERSONAL TRAITS:-**

* Excellent written and verbal communications skills
* Profound managerial qualities and skills to handle multiple teams simultaneously
* Team player able to perform with minimal direction
* Adapts easily to new concepts and responsibilities
* Highly conversant in marketing research
* Good command in Microsoft Office: MS WORD, MS EXCEL, MS POWERPOINT

**EXTRA CURRICULAR ACTIVITIES & ACHIVEMENTS:**

* Awarded 1st Prize in **FINANCE Activity**-2010 at GSBA.
* Participation in intra college Business activities.
* Member of the **FINANCE CLUB, MARKETING CLUB** in Graduate School of Business & Administration In 2009-11.
* Good command in **Microsoft Office**(2 month): MS WORD, MS EXCEL, MS POWERPOINT

**PERSONAL DETAILS:**

**Date of Birth : 22 Dec 1987**

**Nationality/Religion :Indian/Hindu**

**Height/ Weight : 167cms/64Kgs.**

**Passport Details : L1904818**

**Place of Issue : Ghaziabad**