**UDBHAV SHANKAR**

E-mail: udbhav786@gmail.com

Telephone number: (+91) 9905280192

Address: C/O Utsav Distributors, Daldali Road, Kadam Kuan, Patna, Bihar 800003.

Date of Birth: Jan-24-1990

**Summary**

Creative, passionate and dynamic professional with a broad-based transferrable skill set in sales, marketing, and management. Thrives in fast-paced environment with the unique ability to focus on the big picture without losing sight of the details while maintaining focus on achieving bottom-line results.

**Core professional competencies and technical skills**

**Has worked several projects during MBA tenure**

* Strategic Business Planning
* Creative Marketing Strategy
* Client Requirement Assessment
* Search Engine Optimization
* Cross-Functional Collaboration
* Sales Lead Generation
* Brand Development
* Computer Based Knowledge: MS Office Tools, Internet Browsing.

***Education***

* Completed **Full time** **MBA** from **Birla Institute Of Technology, Mesra** in session **2013-15,** with the specialization of **Marketing** & H.R
* Completed **B.Sc. in Hospitality and** **Hotel Administration** from Institute of Hotel Management(**IHM**), (under the NCHMCT, Noida) in year 2011
* Completed 10+2 form St. Michal’s High School in year 2007
* Completed 10th from D.A.V. Public School in year 2005

**Work Experience and Training Undertaken** *(21 months )*

**RELIANCE INDUSTRIES LIMITED**

Industrial Trainee

***May 2014 till June 2014***

**Name of Project***:*

1. “Prevailing Industrial Relation at Reliance Industries Limited, Allahabad”
2. “Scope of Voluntary Retirement Scheme in Reliance Industries Limited, Allahabad”

* The key role was to observe the behavior of the people and come up with the win-win solution so that all the non- supervisors (permanent employees) can be removed from the organization and contractual staff can be hired through which the company can start the cost cutting in the organization through various schemes and come up at a negotiation value with the employs.

**JAYPEE PALACE HOTEL**

Multi skilled Team Associate

***June-2011 till Aug-2012***

* The key role was to lead the team and look at the relevant set up. I have also organized the conferences of 1800 packs which make me cable of working in the crowd. Also I have worked in the Bar of the banquet which gives me the sound knowledge about the alcoholic beverages.

**MAJESTIC PARK PLAZA**

Trainee

***Nov-2009 till Mar-2010***

* Performed the training in all the major department of the hotel which gives me ample of opportunity to learn and perform the task. I learn how to work under pressure and how to handle a guest in all the condition

**Achievements**

* Won 2nd prize in Business game “Sim Venture”
* Won 2nd prize in case study presentation
* Won 3rd prize in Business plan presentation
* Won 3rd prize in business simulations game
* Won 3rd prize in Tug of war game

**EXTRA – CURRICULAR ACTIVITIES**

* Participated in E- Business Six days workshop
* Participated in Entrepreneurship development program
* Participated in National IT Aptitude test
* Participated in Bihar Vision :2020: Industry Academic Interface
* Participated in National Human Resource Development Network(NHRD) conclave

***Declaration***

I do hereby declare that the above given details are true to the best of my knowledge and belief**.**

**UDBHAV SHANKAR**