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| C:\Users\Jey\Pictures\IMG_1769.jpg    Chetan Joshi  **Phone : 9686115765**  **e-mail:**  [**chjoshi87@gmail.com**](mailto:chjoshi87@gmail.com)  [**chhetaaan@yahoo.in**](mailto:chhetaaan@yahoo.in)  **Address:**  ***Sri Balaji PG for Gents***  #5/2,20Hcross,  Sri Ram Temple Mn Rd.  Near VRR Home,  Ejipura New Extension,  Bangalore 560047  **Permanent Address:**  #55, Khadki, Valpoi,  Sattari- Goa.  403506  Personal Data  **Date of Birth :** 28/12/1987  **Gender :** Male  **Nationality :** Indian  **D/L NO:**  GA04N-2006-000543  **Adhaar No:**  283095722263 | Profile Summarry and Objective  Major experience in relationship selling, Key account management, Key account marketing, retail market surveying. Partial experience in HNI/individual sales. A total of 3 years of experience. MBA in Marketing Management and PGPBM in Retail management. Looking for career oriented opportunities with Professionally dedicated organizations in corporate sales.  Work Experience  **Organization:** Franchise India  **Duration:** 5 months (July2014-dec2014)  **Designation:** Manager Investor Acquisition  **Job Profile:**   * Calling on the leads to find out the requirement of clients who are looking for starting a Franchise Business. * Scheduling and meeting the customers to explain the company services and to get them register. * Follow up with the prospect and solving the queries. * Conducting the events in various cities and collecting the leads and working upon them.   **Organization:** Cipla Ltd.  **Duration:** 2years 6 months (7/8/2009-25/1/2012)  **Designation:** Territory Manager  **Job Profile:**   * Visiting Drs, for promoting and launching companies medical product * Doing regular retail surveys of chemists to understand the movement of products and formulate promotional strategies. * Arranging Dr Meets and Camps to develop reputation with the customers to increase the sale. * Short listing customers for sponsorship and raising approvals for the same through DSS (Decision Support System). * Sending monthly sales report. * Daily online reporting on company’s ERP (Enterprise Resource Planning) site. * Referring candidates.   **Training:** Participated in 8 days training program called DISCOVERY in Cipla which was about improving sales technique skills.  Academic Internship  **Internship:** Completed an internship of 2 months (2 Sep to 4 Nov 2013) with NIIT Indiranagar as Business development executive and Front Office counselor. Majorly I met placement officers of few colleges as well as gave one seminar in a college to students about Scholarship examination of NIIT. In later half of internship worked as front office counselor handling walk-ins and tele-enquiries.  **Internship:** Worked in *‘Altisource Business Solutions Pvt Ltd’* as an associate for two months.(4/6/2012-3/8/2012)Job Profile was to collect insurance policy details by calling the General insurance companies of US. Here I also went through accent training for 15 days. |
| Hobbies:  Reading  Travelling  Spiritual philosophy  National Politics  Chess  ***Reference:***  *Available on Request* | Academic Project  **Business familiarization report**: Did a Business Familiarization Report on Getit Group in Sept 2013.  **MBA Project Report:** Did a project report titled **"**Studying the challenges in running an education franchise business."  Technical skills/Computer Proficiency Education Qualification  **Language:** C PROGRAMMING 2006  **Others:** MICROSOFT OFFICE  **Operating system:** windows 7/8,  Education Qualification   |  |  |  |  |  | | --- | --- | --- | --- | --- | | **DEGRE** | **UNIVERSITY/BOARD** | **SPECIALIZATION** | **GRADE** | **YEAR** | | MBA | UNIVERSITY OF MYSORE | MARKETING | 2ND | 12-14 | | PGPBM | IIBS | RETAIL Mgmt | B | 12-14 | | BSc | GOA UNIVERSITY | SCIENCE(Physics,CS) | 2nd | 05-09 | | HSSC | GOA BOARD | SCIENCE | 2nd | 2005 | | SSC | GOA BOARD |  | Distinct | 2003 |   Achievements/extracurricular activities   * Single handedly conducted a Business opportunity event in Mysore Franchise India 2014. * Gave a seminar in a college to students about Scholarship examination of NIIT 2013. * Participated in intaglio a workshop on entrepreneurship and presented a business model on municipality waste management 2012 at IIBS. * Successfully conducted events like client Meets, Promotional campaigns, with clients in Cipla 2011. * A good track record of meeting the target of territory assigned to three people, even in crisis when the other positions were vacant. Cipla Ltd 2009-2010. * Scored **81.65** percentile in cat 2011. * **Best all-rounder in college of the academic year** 2007-2008. * 3rd place **state level** in chess 2005.   Linguistic Abilities  English, (R,W,S)  Hindi, (R,W,S)  Marathi, (R,W,S)  Konkani(R,S)  **Place:**  **Date:**  **CHETAN JOSHI** |