**RESUME**

**SNEHA DATTU BHAGAT (SUTAR)**

**E-mail id :** [sneha.bhagat88@rediffmail.com](mailto:sneha.bhagat88@rediffmail.com)

[sneha.p.sutar88@gmail.com](mailto:sneha.p.sutar88@gmail.com)

**Contact : 09773274285**

**Specialization : Marketing**

**CAREER OBJECTIVES:**

To make use of my extensive knowledge and skills and synergize with the organization to focus on, and achieve, the long term goals that have been put into place.

**CURRENTLY WORKING:**

**Company :**  Vijay Sales

**Designation:**  Floor Manager

**Duration:** Joining from May 2015 till date

**CTC:** Rs. 3,28,200/- Lakhs

**HIGHLIGHTS OF CURRENT WORK PROFILE:**

* **Serving** customers as per their need
* **Arranging** window displays
* **Stock taking** and inventory
* **Cleaning** up store and display area
* **Supervising** staff  & Training staff Coordinate with corporate leaders to lead team for working perfectly
* Manage all communication with employees before and after conferences and finalize all deals in company.
* Prepare reports to track performance of employees to enhance efficient evaluation.
* Administer all problems of employees and invite everyone for table discussion.
* Monitor work and maintain an efficient rapport between floor employees and Management
* Investigate all issues on floor and assist to resolve all mistakes for management team and working staff.
* Analyze and identify growth for all projects at workstations and ensure high quality service.
* Attend recruitment drive campaigns to enhance the production process in unique way.
* Maintain efficient standard operating system for company and evaluate same.
* Determine personal objectives and ensure achievement of target to ensure high quality service and products for better performance.
* Prepare and maintain archive and other devices for providing benefits to customers.
* Assist potential customers and maintain efficient relationships with prior customers.

**Company :** Spacecos Technologies LLP

**Designation:** Business Development Manager

**Duration:** Joining from December 2014 to April 2015

**CTC:** Rs. 2,97,600/- Lakhs

**HIGHLIGHTS OF WORK PROFILE:**

* Identify potential clients, and the decision makers within the client organization.
* Arrange and participate in internal and external client debriefs.
* Present new products and services and enhance existing relationships.
* Research and build relationships with new clients.
* Work with technical staff and other internal colleagues to meet customer needs.
* Cold Call to ensure a robust pipeline of new Business.
* Set up meetings between client decision makers and company’s Product leaders.

**Company:** Plancess Edu-Solutions Pvt. Ltd

**Designation:** Sr. Counselor

**Duration:** Joining from July 2014 to October 2014

**CTC:** Rs. 2,16,000/- Lakhs

**HIGHLIGHTS OF WORK PROFILE:**

* Market understanding and competitive intelligence for products given.
* List research and acquisition through external vendor coordination and internal team management
* Conceptualization of marketing ideas and themes to run campaigns around
* Email marketing and SMS marketing to generate revenues and leads for the product lines assigned
* Coordination with email marketing vendors for metric optimization & technical developments

**Company:** ACB HIGH IMPACT Training & Consultancy Services Pvt. Ltd

**Designation:** Marketing Executive

**Duration:** Joining from August2012 till April 2014.

**CTC:** Rs.1,80,000/- Lakhs

**HIGHLIGHTS OF WORK PROFILE:**

* Organizing and attending events such as conferences, seminars.
* Maintaining and updating customer databases.
* Maintaining relationship with existing & prospective client.
* Maintaining and expanding the database of prospects of the organization.
* Managing budgets, evaluating marketing campaigns.
* Researching new technologies and methodologies in learning and presenting the activities.
* Conducting market research such as customer questionnaires and focus groups.
* Contributing to, and developing, marketing plans and strategies.
* Prepare PowerPoint Presentations on relevant topics to be presented.
* Monitoring competitor activity.
* Designing and expanding training and development program based on both the organization’s and the individual's needs.
* Deliver Training, handle the learning and professional development of an organization.
* Working in a team and produce plans that are satisfactory to all relevant parties involving in organization.

**PRACTICAL PROFICIENCY:**

* Excellent oral and written communication and presentation skills.
* Performance and Productivity Improvement.
* Self-Confident and Quick Learner.
* Motivation for Sales
* Ability to work with team as well as individually.
* Open to learning and exploring new technology and domain.
* Identification of Customer Needs and Challenges.

**LANGUAGE PROFICIENCY:**

|  |  |  |  |
| --- | --- | --- | --- |
| **LANGUAGE** | **READING** | **WRITING** | **SPEAKING** |
| ENGLISH |  |  |  |
| HINDI |  |  |  |
| MARATHI |  |  |  |

**PROJECT WORK:**

**Project Title :**  **“A Study on Customer Satisfaction Survey.”**

**Name of Organization :** **IMRB International**

**Duration :** 3 Months

**Project Summary :** Worked under the guidance of co-coordinators as field work on Market Research projects on behalf of IMRB Clients. Project on **Venture InfoTech** and **Online use of internet**.

**Results :** Excellent communication, interaction /Negotiations with CEO/ Bank Managers/ Entrepreneurs built up confidence.

**CURRENT CTC:**

Baisc: Rs. 3,28,200/-

Incentive: Rs. 7,000/- (Fixed)

|  |  |  |
| --- | --- | --- |
| QUALIFICATION | INSTITUTE | PERCENTAGE |
| MMS/MBA aggregate | GAHLOT INSTITUTE OF MANAGEMENT STUDIES AND RESEARCH | 72% |
| TYBSc Physics | RAMNARAIN RUIA COLLEGE OF ARTS AND SCIENCE | 56.87% |
| Higher School Certificate (HSC)  Science | VPM’S JUNIOR COLLEGE OF SCIENCE & COMMERCE | 55.83% |
| Secondary School Certificate(SSC) | WEE’S ENGLISH HIGH SCHOOL | 71.06% |

**ACADEMIC SUMMARY:**

**COMPUTER PROFICIENCY:**

MSCIT Basic Computer Course: July 2006 - 58%

Microsoft Office (MS Word, MS Excel & MS PowerPoint)

**ACHIEVEMENTS:**

Active participations in various sports and Extra-curricular activities held on management school & collage level.

NCC (National Cadet Corps) Passed the certificates of ‘B’ & ‘C’ Examination Grading ‘B’ held under the authority of Ministry of Defense, Government of India.

In NCC, Participated in organizing Blood donation Camps with NSS for Rotary Club Of Mumbai Uptown.

Awarded as Outstanding Performer in Sports held in Gahlot Institute of Management Studies and Research (January 2012).

**PERSONAL DETAILS:**

Husband Name : Mr. Pralhad Dilip Sutar

Fathers Name : Mr. Dattu Bhagat

Date of Birth : 30th April, 1988

Marital Status : Married

Address : 204, Siddhivinayak bldg., Parel Village, Mumbai.

**DECLARATION:**

I Sneha Bhagat, hereby declare that all the above provided information is true to the best of my knowledge.

**Place: Mumbai**

**Date:**

**SNEHA DATTU BHAGAT (SUTAR)**