

YADNESH VIJAY GOSAVI

DOB -16/08/1994

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PERMANENT ADDRESS - RH-56/4 SHREENATHJI CHS, NR.MODEL COLLEGE, MIDC
DOMBIVLI EAST,421203, MUMBAI (Currently in Pune)

PROFESSIONAL SUMMARY

To obtain a job within my chosen field that will challenge me and allow me to use my education, skills and past experiences in a way that is mutually beneficial to both myself and my employer and allow for future growth and advancement.

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EDUCATIONAL QUALIFICATION

Course	Passing Year	Stream	Board/ University	Percentage
MBA	Pursuing	Marketing/ Finance	Bharati Vidyapeeth Deemed University's Ime.	8.0
Graduation	2015	B.Sc. Microbiology	CHM College Ulhasnagar, Mumbai University.	5.74 / 7
Class XII	2012	Science	K V Pendharkar College, Mumbai University	64.00
Class X	2010		Greens English School ,Scs Board	90.36

INDUSTRY INTERFACE (PROJECTS / INTERNSHIP)

	Organization	Topic	Period	Key Learning
Project Work (UG Level)	M.P.C.B (Mumbai)	Sound Pollution Monitoring	3 Days	Effect Of Sound Pollution & It's Impact On Surrounding
	Sula Vines (Nashik)	Production Overview	1 Days	Production Overview From Microbial Perspective
	United Breweries (Goa)	Production Overview	2 Days	Production Overview From Microbial Perspective
	Kelloggs Pvt Ltd (Mumbai)	Company Overview	1 Days	Entire Working & Co-Ordination Of All Departments
Internship Work (PG Level)	Panjon India Ltd (Pune)	CRM Practices Of Panjon Ltd	50 Days	Crm Practices And Market Overview for The Product

ACHIEVEMENTS

1. Appreciation From Rotary Club Mumbai For The Active Student In Theatre Field
2. Won First Runner Up Price In Dance Competition In "Expressions Fest" 2015
3. Awarded As Most Entertaining Student Of The Year At Graduation Level
4. Won Prizes In Various Drama Competition At School & At College Level
5. Was Active Member Of Indian National Theatres

PROFESSIONAL EXPERIENCE

ORGANISATION - AGLOWMED PHARMACEUTICAL LTD (Mumbai)

(JAN 2017- APRIL 2017)

JOB TITLE – PRODUCT MANAGEMENT TRAINEE (MARKETING)

1. Worked as PMT along with team of MR'S with extensive field work.
2. Maintain positive relationships with clients in multi-physical practices and hospital groups to achieve maximum revenue
3. Identifying potential doctors for business.
4. Proper allotment of products to MR's to ensure availability of it all the time

ORGANISATION- BMC CONSULTANCY SERVICES PVT LTD (Pune)

(MAY 2017-Serving Notice Period)

JOB TITLE – BUSINESS CONSULTANT

1. Initiate telephone and email contact with potential prospects from various lead sources
2. Taking follow-ups of clients via inbound calls and mails
3. Client face to face meeting if needed or on requirement.
4. Make outbound calls to Clients who have expressed interest in our service
5. Enhanced Client satisfaction ratings by resolving customer issues through completion.
6. Prepare and present proposals to decision makers to negotiate the agreement.
7. Work as Consultative role to provide value adding insights in the form of analysis, interpretation & advice.
8. Experience of handling sales force for storing clients data.
9. Identify & analyze clients business model, understand their needs and recommend the proper solutions.
10. Present findings and suggestions to clients with ample justification and practical advice

SKILLS

- Critical & creative thinking
- Mentoring and Coaching
- Communication (Fluency in Hindi, English, Marathi)
- Conflict resolution
- Self-motivated
- Negotiation
- Time Management
- Rapport Building on the Call,
- Active Listening
- Post-Sale Relationship Management

- Objection Handling,

ADDITIONAL INFORMATION

- Undergone **Business Analyst** modules training.
- Pursuing **Digital Marketing** fundamentals via Google Digital Unlocked.

INTERESTS

Occult science (astrology)

Dramatics

Playing cricket

Travelling & driving