

PATHIK SHAH

22 | Male

Pathikshah17@gmail.com

+ 91 9904973751

City of Domicile: Ahmedabad

EDUCATION

PGDM	2015-17	Shanti Business School	7.17 /10 CGPA
B.COM	2015	Sahajanand College	6.16 /10 CGPA
Class XII (Gujarat Board)	2012	B.P Davada High School	75%
Class X (Gujarat Board)	2010	B.P Davada High School	68%

SUMMER INTERNSHIP

Summer Trainee, **Vodafone**, Ahmedabad (April 2016 to June 2016)

- I worked under Vodafone Mini Store Lead on project “Enhancing the sales of particular post-paid plan In 15 Vodafone Mini Store of Ahmedabad”
- In my SIP I worked in retail department on project call ‘Enhancing the Productivity of the Vodafone mini Store (VMS)’.
- Understood two Post-paid plans in depth.
- Found out the problem in pitching those plans.
- Found out the way of representing those plans in front of the customers effectively.
- Achievement – 163 Numbers activated
(Highest numbers of activation since company launch this plan in VMS of Ahmedabad.)

Experience

- **Vivo Smart phone** (vivo Gujarat)
- Industry- Mobile/consumer durables
- Designation- Sales Team Lead Since – January 2017

(Basics Duties)

- Handling a team of 12-15 Sales Promoters.
- Handling 12-15 Dealers of particular region of city.
- Looking forward for Secondary and territory.
- Recruit New Promoters.
- To achieve monthly sales target.

OTHER INFORMATION

- **Area of Study**
(Retail Management, Sales & Distribution, Rural Marketing, Marketing Management, Consumer behaviour, Service Marketing, Logistic & supply, Customer Relationship Management)
- **Achievements**
(Winner of Elocution Competition in Swarnim Gujarat at School level.)
- **Skills** (MS Word, MS PowerPoint, MS Excel, Tally)
- **Languages** (English, Hindi, Gujarati)