**Krishna Dudhat**

**MBA (Marketing)**

|  |
| --- |
| **CAREER OBJECTIVE:** |

Looking forward for a position providing the opportunity to make a strong contribution to organizational goals through continued development of professional skills.

|  |
| --- |
| **EDUCATIONAL QUALIFICATION:** |

|  |  |  |  |
| --- | --- | --- | --- |
| **Qualification** | **Board\University** | **Percentage** | **Year of**  **Passing** |
| MBA(MARKETING) | GTU | - | 2016 |
| B.COM | SU | 72% | 2014 |
| H.S.C. | GSEB | 82 % | 2011 |
| S.S.C. | GSEB | 50% | 2009 |

|  |
| --- |
| **CAREER HISTORY:** |

* INTERNAL SALES CO-ORDINATION TECHNOSERVE ENGINEERS IN AHMEDABAD

Since May 2016 to…

Responsible for co-ordinate with sales and marketing team responding to clients' queries, and providing advice and support on a range of product related issues.

|  |
| --- |
| **DUTIES:** |

* Working with existing customers to help them get the most out of the products they have bought.
* Liaising with both current and potential clients to develop existing and new business opportunities.
* Identifying the customer's current and future requirements.
* Identifying client requirements.
* Reviewing customer drawings, plans and other documents in order to prepare detailed technical proposal for them.
* Conveying solution benefits to both business and technical audiences.
* Preparing and presenting potential cost benefit analysis to potential clients.
* Conveying customer technical requirements to the Internal Engineering teams.
* Maintaining existing, long-term relationships with customers.
* Negotiating tender, contract terms and conditions.

|  |
| --- |
| **KEY SKILLS AND COMPETENCIES:** |

* Internal Sales
* Experience ofinternal Sale Engineer’s role in the technology industry.
* Solving complex technical problems in a systematic way.
* Prepare and deliver executive level presentations.
* Strong consulting and needs assessment skills.
* Strong time, project management and multi-tasking skills.
* Ability to conceptually adapt technologies to fit various ideas.
* Communication skill

|  |
| --- |
| **AREAS OF EXPERTISE:** |

Internal Sales and HR executive

* Working as Team Leader in India infoline (IIFL) at Rajkot. I have in working with this field to 2 years. As a representative. Since 2011 to 2013
* Working as F.O.S. in FINWIZZ Management consultants pvt. Ltd.at Ahmedabad. I have in working with this field to 3month.As a representative July to september t2015
* Working in Techno serve engineers at Ahmedabad. I have in working with this field to 7 month. As a Sales coordinator.

|  |
| --- |
| **PROFESSIONAL SKILL & AREA OF INTEREST:** |

* Basic of C language
* Basic knowledge: - ms office, tally 7 and ERP9.
* I have work experienced on project based work

|  |
| --- |
| **EXTRACURRICULAR ACTIVITIES:** |

* I have prepared project on SIP it is based on analysis of production process IIFL (Mutual fund
* Participate in an event “Brizinger 2015” in the H.N. Shukla College, Rajkot.

|  |  |
| --- | --- |
| **STRENGTH:** |  |

* Positive Attitude
* Self-dependent
* Confident
* Team Worker

|  |
| --- |
| **HOBBIES:** |

* Anchoring
* Listening Music
* Making friends
* Reading Books
* Improving my Knowledge
* Desing

|  |
| --- |
| **PERSONAL DETAILS:** |

Name : Krishna dudhat

Father's Name : vinubhai

Date of Birth : 11 december 1993.

Gender : Female.

Marital Status : Unmarried.

Nationality : Indian.

Address  **:** C-5 Desai park

B/H Cambay hotel

Jivaraj park

Nr. Jivaraj cross road.

Ahmwdabad, 380091.

Languages known : English, Hindi, Gujarati.

|  |
| --- |
| **DECLARATION:** |

I hereby declare that the above mention information is true as per best of my knowledge.

**Yours Sincerely,**

**Krishna Dudhat.**