



Fakhruddin Gulgula

Modhiya vad, Godhra road, limdi. 389180
8141821552 | FakhruddinGulgula@gmail.com

OBJECTIVE

I am seeking a company where I can use my experience and education to help the company meet and surpass its goals.

INTERNSHIP

Done an internship for 45 days in Havmor ice cream for college SIP project

Done internship and project at CA Samrat Bumb and associate in B.COM 5th semester for 30 days on income tax.

Done Internship and project at CA Samrat Bumb and associate in B.COM 3rd semester for 45 days on CST & VAT.

EXPERIENCE

Business Associate

6th Sept 2021 - 28th Oct 2022

Porter logistics

As BA field TL, I had a team of 5-6 people and given a particular cluster to work on customer lead generation, lead conversion and follow up to achieve monthly target. Also work as an office TL having a 10-12 people team, where work responsibility was to give a support to cluster team to demand and supply team.

Trainee Associate

4 Jan 2021 - 5 Sept 2021

Porter logistics

SKILLS

Relationship building

100%

Customer relationship

100%

Sales pipeline

100%

Analysis skill

100%

Target oriented

100%

Negotiation skills

100%

Communication skills

100%

Presentation skills

100%

CRM experience

100%

Worked as a Trainee associate in demand team at porter For 8 months in Ahmedabad. As TA I worked in cluster activity on a particular city area where my work responsibility was to customer lead generation, lead conversion daily follow up, market understanding. also need to achieve monthly customer conversion target.

Trainee

3rd Sept 2019 - 11 Dec 2019

Vedantu Innovations pvt ltd

Work as a Intern in vedantu Innovation for 4 months in sales team.

EDUCATION

MBA

2020

LJ institute of Management studies

7.70

B.com

2018

BJVM

61%

HSC

2015

BPAHS

57.42%

SSC

2013

BPAHS

71%

CERTIFICATE COURSE

Google Data Analytics Professional Certificate

CO-CURRICULAR ACTIVITIES

Participated in finance hackathon at LJ MBACollege

Participated at archetype business model canvasactivity

LANGUAGES

English

Hindi

Gujarati

ACHIEVEMENTS & AWARDS

Awarded As a star performer of the month in March 2021 In porter.

Done a Fake news awareness campaign in project of cause of action in our MC and BECG subjects.

Participated in marketing excellence series at LJ MBACollege.

EXTRA CURRICULARACTIVITIES

Lead an activity called prayas at LJ MBA College, to Educate rural area children who left the school because of financial issue.

Participated in no junk food awareness in health week organize in L.J MBA.

Member of "DANA" committee, the no waste of food initiative.

Done internship in Lokshabha election as a live camera monitoring.

Done a stock audit for PEPSICO Company during internship.

HOBBIES

Listening Music

Playing a cricket

Curious person

Electronic gadgets