



Sales, Marketing & Management

PROFILE • ABOUT ME

Marketing Communications professionals with 7 years of experience specializing in people management. Driven and results-oriented; possess excellent communication, organizational and interpersonal skills; combined with a solid brand management and creative agency background. Highly adaptable and personal individual, with global perspective and exceptionally acute multicultural understanding.

ACHIEVEMENTS

- Got promoted as **Managing Director (CEO)** at **Volcanus Group India**, March-2019.
- Got **Award of Excellence**, **ICICI Bank** Credit Card division, year of 2018-2019.
- Got **Award of Excellence**, **Future Generali Insurance**, year of 2017-2018.
- Got promoted as **Assistant Director** at **Volcanus Group India**, August-2018.
- Got **International Certificate** of cleared **German Language** with 88 score out of 100, held in 2015.
- Got **National Award and certificate** of **Himalayan Mountain Trekking**, May- June 2015.
- Got **State level certificate** of **Drawing**, held in 2007

EDUCATION

Mechatronics, Bachelor of Engineering / Bachelor of Technology Graduated
Ganpat University June 2016
Marks 6.56 [CGPA]
Mehsana, Gujarat

WORK EXPERIENCE

Managing Director (CEO) Aug 2016
Volcanus Group India (APPCO GROUP) - Sep 2020
Ahmedabad, Gujarat

Volcanus Group India, one of India's most young and dynamic face to face marketing company. They serve their clients by increasing their marketing share and improve their sales and marketing strategies through the use of our "human commercial". They are having more than 500+ MNC's clients like **Google 360, ICICI Bank, Future Generali Insurance, TATA Sky, Charity**, etc.

PRATIK FALDU
 Ahmedabad , Gujarat
 +91.8128284747
 pratikfaldy69@gmail.com

SKILLS

- Resilient
- Creative
- Public Speaking
- Team player
- Presenting
- Interpersonal Communication
- Empathy
- Punctual
- Self Motivated
- Self-confidence
- convincing

LANGUAGES

English

Hindi

Gujarati

German

PERSONAL INTERESTS

- Explore new places
- Travel
- Exploring new Food

PERSONAL INFORMATION

Birthday

06/09/1994

Gender

Male

Marital Status

Married

Father's Name

Mr. Mansukhbhai Faldu

Nationality

Indian

Address

B-1101, North View Heights, Near
Club 07, South Bopal, Ghuma
Ahmedabad - 380058
Gujarat

I started my journey as **Sales Executive**, then got promoted as **Team Leader**, then after got promoted as **Asistant Managing Director**. And, top most promotion i earned as **Managing Director**.

Responsibilities :-

- Sales planning, Forecast & Make Strategies
- Meeting Sales Target & Revenue Goals
- Motivating & Educating Sales Team & Team Activities
- Conduct Mass Training
- Territory planning & Management
- Market Research

Senior Business Development Manager

Oct 2020

BAJAJ ALLIANZ LIFE INSURANCE CO. LTD,
Ahmedabad, Gujarat

- Sep 2021

- Recruit Insurance Consultants (CA,Tax Consultants, Businessman, etc..)
- Manage Insurance Consultants
- Conduct Mass Training
- Educate People
- Leadership

Senior Unit Sales Manager

Oct 2021

ICICI LOMBARD GENERAL INSURANCE CO. LTD.
Ahmedabad, Gujarat

- Sep 2022

where i was working in BANCA HEALTH vertical & manage entire Gujarat region.

- Drive cross selling with support of ICICI Bank zonal heads & Regional Heads.
- managing 50 members of team under my guidance to increase sales numbers.
- took mass training of ICICI Bank employees regarding cross selling of Lombard products.