

Aditya Billore

DOB : 23-03-1998

BCOM.(HONS) from Vikram University Ujjain, M.P (2020)

MBA with Specialisation in Marketing and Operations from Shree GSITS Institute of Technology and Science, Indore, M.P

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Experience

Senior Relationship Manager

ICICI Securities
June 2022 - Present

- Develop and maintain relationships with high-net-worth clients.
- Provide investment advice and financial planning services.
- Achieve monthly sales targets and generate revenue for the organization.
- Engage in comprehensive discussions with clients to determine their financial needs, risk tolerance, and long-term goals. Tailor personalized investment plans and financial solutions to meet their individual requirements.
- Proactively identify new business opportunities and generate leads through networking, referrals, and prospecting. Achieve and exceed sales targets by effectively presenting product offerings and articulating their benefits to potential clients.

Sales and Marketing Intern

Thekabook
Sept 2021 - Jan 2022

- Assisted in sales and marketing activities to promote products and services.
- Conducted market research and analyzed customer preferences.
- Developed and implemented marketing strategies to increase customer engagement.

Projects

Performance of Indian Healthcare System during COVID-19

- Researched and analyzed the impact of COVID-19 on the Indian healthcare system.
- Examined the challenges faced by healthcare providers and the effectiveness of response measures.
- Presented findings and recommendations to improve the healthcare system.

Indian Car User Perception while Buying a Car in Terms of Safety and Features

- Conducted a comprehensive study on Indian car buyers' perception of safety and features.
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- Surveyed a sample of car buyers to gather data and insights.
- Analyzed the results to identify trends and preferences.
- Provided recommendations to car manufacturers to enhance their offerings.

Skills

- Sales and Business Development
- Relationship Management
- Market Research and Analysis
- Financial Planning
- Excellent Communication Skills
- Lead generation
- Multiple Product Knowledge
- Presentation Skills
- Time Management

Education

**MBA with Specialisation in Marketing and Operations
Technology**
CGPA: 8.63

BCOM.(HONS)
CGPA: 7.18

**Shree GSITS Institute of
and Science, Indore, M.P**
2022

Vikram University Ujjain, M.P
2020