

KUSHAL SHAH
PGDM (MBA) – Marketing & Operations
Mechanical Engineer

Personal Information

DOB -19/09/1995

Mobile No: 8866332974

Email Id

Kshah19995@gmail.com

LinkedIn Id

[https://www.linkedin.com/in/ku
shalsshah/](https://www.linkedin.com/in/ku
shalsshah/)

Permanent Address

C/305, kameshwar annexy, opp.
sangath2, motera, ahmedabad-
380005

Certifications

- AutoCAD – R Cad center
- Hubspot Inbound marketing
- The Fundamentals of digital Marketing (Google Digital Unlocked)
- Irma Rural Immersion Program.
- Confederation of Indian Institute
- Entrepreneurship Development Institute Of India
- Six sigma green belt

Skills

- Networking
- Relationship Building
- Customer Retention
- Active listening
- Cost Analysis
- Negotiation
- Tendering
- Business communication
- Creative Marketing
- Microsoft office (Excel, word, PowerPoint)

Languages Known

- English
- Gujarati
- Hindi

Interests

- Business Reading
- Share market
- Volunteer Work
- Teaching
- Business Blogging

Career Objectives

To work with an organization that provides me an opportunity to grow as a professional as well as an individual and where my potentials can completely be utilized to serve the organizational goal.

Academics

Course & Year of Passing	Institute & University	Percentage/ pointer
PGDM (Marketing & Operations) (2019)	United world School of Business Ahmadabad	CGPA 6.75/9
B.E.(Mechanical) (2017)	Sal Education campus, Ahmedabad	CGPA 7.64/10
XII (Science) (2013)	S.S.R.V, Ahmedabad	65.87 %
X(General) (2011)	N.M. High School, Ahmedabad	78 %

Work Experience

Company Name – Umasree Texplast India Limited (Dec'19- Till Date)

Designation – International Key Account Executive

- **Establish, Develop and Maintain Positive Relationship** with Existing customers from **Europe, Australia, Middle East** & provide best possible Services to get maximum possible business from Them.
- **Routine Communication** with Customers for **Price offers, Negotiations, Sample order and Running order follow up** (Quality Check (Certifications), Labels, Printings On product, Export Documents, Pallet Marketing etc.)
- **Understand the specific requirements of customers** from different countries and provide best possible solutions (**Pricing, Product Standards, Packing Style Etc.**)
- **Acquiring new customers Through** Different strategies like **Cold Calling, Email Marketing & LinkedIn Marketing.**

Company Name - Sahajanand Laser Technology May'18 – July'18(2018)

Project Title: Marketing Strategies Use for Manufacturing Industry (B2B)

- Write and Edit **Effective Scripts** to Exceed Sales Goals, Based on Market Data.
- **Maintaining Lead Database** & Threw Cold Calling Setting Up Customers Meeting to Acquire Laser Marking and Laser Cutting Machine Products.
- Planning and Executing Various **Inbound and Outbound Marketing Strategies.**

Achievements & Rewards

- **Engineering Internships** at **Dre Castings, Windsor Machines and H.J. Aerochem.**
- **Management Project Reports** on **Jsw-An Indian Steel Manufacturing Company** and A Study on **Customer Awareness and Attitude Towards Solar Products.**
- **Engineering Projects** are Fixture for **Heat Treatment of Nail Gun, Automatic Car Jack.**
- **Too Cool Leader** of Ngo Called **“Yuva Unstoppable “(Social Work).**
- **Main Co Ordinator** for Technical **Festival Gtu Zonal Techfest 2016.**