

Amey Wadajkar

Male,25 ameywadajkar@gmail.com [+91-8999688413](tel:+91-8999688413) [linkedin.com/in/amey-wadajkar](https://www.linkedin.com/in/amey-wadajkar)

Education

Sydenham Institute of Management, Mumbai – MMS in Marketing (71.72%)	2024
IHM, Mumbai – BS in Hospitality & Hotel Administration (61.44%)	2020
Cambridge Junior College, Nanded – 12th Std. (62.92%)	2017
Cambridge Vidyalaya, Nanded – 10th Std. (80.33%)	2015

Professional Experience

Deputy Manager – Used Car Finance, Axis Bank – Mumbai Jul 2024 – Present

- Performed strategic market analysis & competitive benchmarking, increasing market share by 10%.
- Led a team of 6 professionals, Achieved a 5% increase in conversion rates, resulting in additional sales.
- Ensured 100% compliance, maintaining a loan portfolio with a delinquency rate under 1.5%.
- Streamlined approval processes, reducing turnaround time by 7% and boosting application volume by 15%.

Assistant Restaurant Manager, Smitten the Kitchen – Nanded Aug 2020 – Apr 2022

- Oversaw recruitment and hiring processes, Implemented cost-saving measures and saving 10% operational cost.
- Increased profit margins by 15% by switching to a local supplier with lower ingredient costs.
- Enhanced customer engagement through strategic marketing initiatives, resulting in a 20% more interactions.
- Evaluated weekly data to generate accurate sales targets, leading to annual sales 14% above expectations.

Internships / Live Industry Projects

Business Consulting Intern, Unified Mentor Jan 2024 – Mar 2024

- Coordinated with marketing team in creating promotional materials and campaigns, boosting reach by 8%.
- Formulated new strategies to expand the company's reach through various mediums, increasing revenue by 12%.

Business Planning & Strategy Intern, Zubilant Apr 2023 – Jun 2023

- Strategically planned and launched 4 new products, promoting them through various marketing strategies.
- Monitored key performance indicators (KPIs) to assess effectiveness of company current plans and strategies.

Strategy Consulting Project, NIBM, Pune Apr 2023 – Jun 2023

- Examined Thermax company's value proposition, value chains, Porter's five forces, industry trends, and statistics.
- Surveyed major market players, conducting SWOT analysis, feature comparison matrix, and strategic analysis.

Sales and Marketing Intern, Rama Developers Sep 2022 – Nov 2022

- Promoted property sales through advertisements and open houses, leading to a 20% increase in inquiries.
- Assisted brokers in creating tailored real estate packages and efficiently scheduling client appointments.

Certifications

- Lean Six Sigma (Green Belt) Certification (KPMG) - Enhances process efficiency in management.
- Project Management Diploma (Alison) – Gained knowledge in managing the project lifecycle.

Extra-curricular Achievements

- Volunteered with United Nations UN/CEFACT in the T and T Domain, contributed to various global projects.
- Represented the Maharashtra U-19 cricket team at a camp by the Directorate of Sports and Youth Services.
- Played for zonal and district cricket teams in leagues organized by the Maharashtra Cricket Association.

Additional Information

Technical Skills: MS Office, Power BI, CRM, ERP

Soft Skills: Teamwork, Leadership, Problem Solving, Communication, Critical Thinking, Adaptability

Personal Interests: International Relations, Geopolitics, Trekking, Cooking, Bike Riding, Cricket

Languages Known: Marathi, Hindi, English