

Rishabh Pahwa

Mobile: 9096200837

Major: Marketing

Minor: Finance

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EDUCATIONAL DETAILS

PGDM General	Indira School Of Business Studies, Pune	Autonomous (AICTE approved)	Pursuing	Pursuing
Diploma in Pharmacy	Dr Arun Motghare College of Pharmacy, Bhandara	MSBTE	2021	73.47%
BBA (Marketing)	Hislop College, Nagpur	RTMNU	2019	58.50%
HSC	St Paul Junior College, Nagpur	Maharashtra State Board	2016	62.31%
SSC	St Peter's School, Bhandara	CBSE	2014	68.4%

SUMMER INTERNSHIP PROJECT

(2 Months)

Company Name- Talent Corner HR Services **Designation-** Intern **Time Period-** 20 May To 20 July 2024

Job Role- Business Development Executive

Responsibilities	<ul style="list-style-type: none">• Cold calling, Lead generation, Data research, Onboarding.• Conducted market research to identify potential leads and target audiences.• Engaged with prospective clients through cold calls, emails, and social linkedIn.• Collaborated with the marketing team to refine lead generation strategies.• Skilled in B2B sales, building strong relationships with clients and identifying new business opportunities.• Contributed to achieving targets by onboarding new clients.
Achievements	<ul style="list-style-type: none">• Converted 6 high-quality leads, contributing to a total of 1.2 lakh rupees in sales.• Successfully completed the given Target of onboarding clients.

WORKSHOPS & CERTIFICATIONS

Employability Program (200 Hours)	Currently undergoing a 250-hour comprehensive Performance-based Leadership Development Programme by Stratecent Consulting, and have acquired the following skills: <ul style="list-style-type: none">• Negotiation Skill• Problem Solving Skill• Spin Selling
Domain Workshops	<ul style="list-style-type: none">• Selling Skills Workshop by Punit Raman• AI in Digital Marketing by Pawan Jadhav

EXTRA-CURRICULAR ACHIEVEMENTS

- Member of Sports Committee ISBS PGDM (2023-2025)
- Winner at 'Brand Quiz Competition' under Brand Slam organized by Marketing Club ISBS PGDM, Pune.
- 3rd. prize in Decode the HR Jargons competition organized by HR club ISBS PGDM, Pune.
- 2nd prize at Bazaar Shastra, Intra college event organized by Finance Club ISBS PGDM under FINTOPEDIA.
- 2nd prize at I am the brand LinkedIn 2.0, competition organized by HR club ISBS PGDM, Pune.
- Third Runner Up in Badminton Doubles held by Bhandara District Badminton Association

INTERESTS

- **Badminton-** At Present Representing Bhandara district in 'Zoom League' which is biggest Badminton league of Vidarbha organized by Nagpur City Badminton Association.

SKILLS & COMPETENCIES

Domain	B2B sales Lead Generation Negotiation
Behavioural	Adaptability Flexible Patience and Resilience
IT	MS-Office

PERSONAL DETAILS

Local Address	206, Panache by Prasanna developers, Indira school road, near bhumkar chowk, Pune 411057	Date of Birth	22/03/1998
Permanent address	Lakshmi villa, Rajiv Gandhi Chowk Takiya Ward Bhandara 441904	Languages Known	English, Hindi Marathi and Punjabi

I hereby declare that the details furnished above are true and correct to the best of my knowledge.

Date:

Place: Pune