

Shrinivas Mahendra Kangralkar

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Kolhapur, Maharashtra

OBJECTIVE

A motivated individual seeking an internship in Human Resources at Mercedes-Benz India. With experience in retail showroom management, customer relations, and team training, I aim to contribute to HR functions like employee engagement, recruitment, and performance management.

Key Skills

- **Leadership & Training:** Led and trained a team of 10 employees, improving performance and customer service.
- **Customer Relations:** Built relationships with 350+ customers, resolving issues and converting negative experiences into positive outcomes.
- **Sales & Event Coordination:** Organized 3 successful marketing campaigns and ranked 3rd out of 35+ showrooms in sales.

Technical Skills

- **Technical Skills :** Programming Skills : c,c++,python | Web development Skills : HTML, CSS,SCSS , JS frameworks ReactJs, VueJs, Backend technologies like MySQL, API | DSA |SDLC | Operating system | Networking.
- **Soft Skills :** Problem Solving | Team Collabrations | Communication | Attention to Detail | Time management.
- **Additional Skills :** IoT | Technical Writing | Mathematics

Professional Experience

Co-Owner & Salesperson

Shrinivas E-Bikes, Kolhapur, Maharashtra

Jan 2020 – current

- Managed daily operations, led a team of 9-10 employees, and enhanced sales through effective customer engagement.
- Developed strong customer loyalty, resolving complaints and maintaining relationships with over 350 clients.
- Coordinated 3 promotional campaigns, resulting in increased showroom visibility and higher foot traffic.

EDUCATION

B.Tech : CE

Vishwakarma University, Pune

2022 to current

Diploma : CSE

Sanjay Ghodawat Polytechnic, Kolhapur

2019 to 2022

PROJECTS AND ACHIEVEMENT

- **Campaign Organization:** Successfully arranged and executed 3 campaigns in crowded places like MIDC, attracting significant attention to the showroom and increasing brand awareness.
- **Employee Performance Boost:** Conducted internal training that led to improved sales performance and better customer interactions, directly contributing to showroom growth.

INTERESTS AND ACTIVITIES

- Passionate about customer service and team management.
- Interested in learning and applying HR best practices.
- Actively engaged in local community initiatives.

Languages

- English (Fluent)
- Marathi (Fluent)
- English (Intermediate)

HOBBIES AND INTERESTS

- Travelling, Trekking
- Outdoor Games
- Cycling