

# Shantanu Ughade



## Contact

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Arjun Nagar, Ashok Colony, Amravati-444602

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## Date of Birth

16<sup>th</sup> January 2000

## Languages

- English
- Hindi
- Marathi

## Hobbies

- Travelling
- Music
- Sports

## Skill Highlights

- Interpersonal Skills
- Communication
- Adaptability
- Willingness to learn
- Time Management

## Certification

- TCS Ion Career Age
- Google Ads
- Digital Marketing by Fuel
- Online Marketing Foundation
- MS-CIT
- Typing English 30
- Typing English 40

## Career Objective

Seeking challenging path to utilize my knowledge, experience and skills to gain comprehensive understanding of a reputed organization so as to serve the organization significantly for its growth.

## HDFC LIFE (18<sup>th</sup> July 2022 to Present) - Designation – EXECUTIVE TRAINEE

### Responsibilities:

- Responsible for managing the new classic customers by meeting them.
- Enhancement of the relationship by selling best products and services as per the profile & need of the customers.
- Breeding productive relationship to create a pool of the prospective clients from various sources by cold calling, referrals, networking etc.
- Developing marketing strategies and promote all types of new insurance contracts or suggest changes to existing ones.
- Presenting the need of term plan to the customer and also introducing the varies tax saving investment and protection plan to them.
- Dealing with not only individuals but their families and corporate business too.
- Constantly update job knowledge and learn new product and services. Also keep a view on competitor product.

## Summer Internship (26<sup>th</sup> OCTOBER - 26<sup>th</sup> DECEMBER 2021)

### NEOPHYTE CONSULTING SERVICES

(PROJECT - LEAD GENERATION FOR NEOPHYTE CONSULTING SERVICES)

### Responsibilities:

- Studied and researched about the entire process of lead generation and prospecting.
- Understood and performed the sales process including customer contact, presentations, and sales closure.
- Implemented various methods of sales promotion and branding through effective use of digital marketing tools.

## Education

Course with Specialization	Institute/College	University/ Board	Year	% / CGPA
MBA Major-Marketing Minor-Operation and Supply Chain	Sinhgad Institute of Management, Pune	Savitribai Phule Pune University	2022	8.85
BSC (PCM)	Vidhya Bharati Mahavidyalay, Amravati	Sant Gadge Baba Amravati University	2020	66%
HSC	Shri Shivaji Science Collage, Amravati	Maharashtra State Board	2017	63%
SSC	Jagrut Vidyalaya, Warud	Maharashtra State Board	2015	86%