

Kamran Mehmood Kagzi

Specialization : Marketing

Academic Credentials

Course	Institute /Affiliating Board	Year of Passing	Score
M.M.S.	Rizvi Institute of Management Studies & Research	2017 - 19	6.07 CGPA
B.Com.	Malini Kishor Sanghvi College of Commerce & Economics	April 2016	67.57%
H.S.C.	Maharashtra State Board	Feb 2013	65.67%
S.S.C.	Maharashtra State Board	March 2011	75.82%

Certifications/ Additional Qualification

1. IRDA – Insurance Regulatory & Development Authority – (2014)

Summer Internship

Organisation : Kashmiri Products
Designation : Sales Executive
Duration : 2 months (May 2018 to June 2018)
Description : On Field Sales in Mumbai area.

Work Experience

Organisation : Vedantu Innovations Pvt. Ltd.
Designation : Senior Academic Counselor
Duration : July 2020 - Present
Description : As a Senior Academic Counselor I am responsible for communicating with the prospective learners, understanding their needs and ensuring the smooth sales process. The main role is to manage and convert leads for Vedantu's Subscription, by providing the prospects with in-depth information and demonstration of the platform through counseling sessions, to update the details related to lead discussion & conversions on CRM software (leadsquare) and handling objections and price negotiations in order to generate sales.

Organisation : Asian Business Exhibitions & Conferences Pvt Ltd (ABECL)
Designation : Assistant Manager - Sales
Duration : 8 months (September 2019 to April 2020)
Description : Worked in the core team of Acesrfaces'19 i.e. the new arm of Acetech Exhibition, was required to manage the whole RSVP process & Hosted Buyer Program of the show, was responsible for handling the customer complaints, solving their queries & client servicing part, maintaining good relations with the clients and setting up meetings with them to eventually generate Sales & Business for the organisation.

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Academic Projects

- Title : SWOT Analysis Mcdonalds Bandra Linking Road Branch
Objective : SWOT Analysis of Mcdonalds done by personally visiting the outlet
- Title : ANSOFF Matrix
Objective : ANSOFF matrix of Apple Inc.
- Title : The 9 Building Blocks of Business Model
Objective : Studying the core aspects required in a business model.

Personal Information

Date of Birth	08-08-1995	
Marital Status	Single	
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Date: _____
Place: _____