



# Bhavya Damani

## Personal Details

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## Career Objective

Enthusiastic go-getter not afraid to knock on doors and make cold calls, willing to learn and work with everyone on the team to reach company goals as well as personal goals.

## Educational Qualifications

YEAR	DEGREE	PERCENTAGE/CGPA	UNIVERSITY/BOARD
2020	MBA (Marketing)	82.17%(till 1 <sup>st</sup> Year)	Pandit Deendayal Petroleum University
2017	B.Com.	60.70%	Gujarat University
2014	XII (Commerce)	57.20%	Gujarat Board
2012	X	57.00%	Gujarat Board

## Summer Internship

Jones Lang LaSalle (JLL) Property Consultant India || Tenure: 3 Months – April, 2019 to June, 2019

Project: Market Mapping and Understanding Key Industrial Areas in Gujarat

- Primary Market Research of Key Industrial Areas of Gujarat
- Business Development Activities
- Sourcing the right locations as per client's specification
- Secondary Market Research of Key Industrial Areas of Rajasthan and Madhya Pradesh

## Work Experience

Gajanand Chemicals || Tenure: May, 2017 to June, 2018 (13 Months)

Role: Sales Executive

Responsibilities:

- To identify new sales opportunities and ensure sales achievement
- Responsibly worked for Market Growth and to increase in sales coverage in my assigned territory
- Handling 60+ client (including wholesalers and retailers) with monthly targeted revenue of 30 lakhs.
- Coordinating the after-sales service with the wholesalers/retailers and the logistics department.
- Creating & Managing a robust distribution network between retail stores, wholesalers and the company in the rural areas of Ahmedabad

## Competencies

- Marketing Skills
- Soft and Hard Sales
- Analysis and Database Skills
- Critical Thinker
- Customer Analytics

## Hobbies

- Reading Newspaper,
- Networking
- Listening to Qawwali Music & Gazal
- Playing Badminton

## Languages

- English
- Hindi
- Gujarati

## Co-Curriculum

- Senior Member, Placement Team, PDPU 2018-20
- Organised, HR Conclave, SPM 2019
- Organised, Business Management Symposium, SPM 2018
- Core Team member of HR Conclave, SPM 2018
- Volunteered at Energy Conclave, SPM 2018

## Live Projects

- Associated with the educational events by 361 DM for Specially Challenged Children in a tie-up with Government of Gujarat.
- Responsible for official merchandising store of Adani Wilmar (Certified by DDBMudra Group) in November, 2018 for one week

## Achievements

- Achieved sales targets and acquired 16 new wholesalers during the job
- Concluded HR Conclave in 2/3 of the Budget
- Generated new business ideas for JLL India during internship
- National Finalist at Marketing-SigMa, FORE School of Management, Delhi 2018
- National Finalist at Mark-e-Nova, Nirma University, Ahmedabad 2018