

# DEEKSHA KULKARNI DRONE

@ kulkarnideeksha@gmail.com

7507913767 / 8830540019

<https://www.Linkedin.com/in/deeksha-kulkarni-687b74124>



## Objective

Aspire to become highly competent and successful professional by gaining experience, constant learning and improvement. To work arduously every day towards aspired objective.



## Education

**Indus Business School**

2018

PGDM - Marketing

**Jagran lakecity University**

2016

Bachelor of business administration

**CBSE**

2013

XII - Commerce

**CBSE**

2011

X



## Experience

**Gunj Entertainment Pvt. Ltd.**

May1, 2021 - May 31, 2023

Associate - Business Development Manager

**Byju's**

November 2020 - March 2021

Pre sales associate

- Qualification team work is to filter the leads and provide the company with potential interested customers.
- To generate interest in customers by hyping the product.

**OYO - Weddingz**

April 2019 - Feb 2020

Sales Manager

- Convince and prompt the fulfillment of requirement customer's
- To connect with customers via lead generated by system for tour of the venue
- Honest provision of commitments made to customers
- Regular follow-up with customers and alignment with services to negotiate and sales handling

## **Amit Enterprises Housing Ltd.**

*March 2018 - March 2019*

### **Sales Executive**

- To maintain healthy relationship with existing and new customers via sales and marketing portal
- Daily follow-up with customers and channel partners
- Full-fledged information about the project and presentation about the same to customers
- Verification of key records of customers for final agreement
- Market survey and analyzing the data to understand the market share of competitors
- Coordination with media team for leads and follow-up



### **Projects**

#### **Strength of Mahakosh in Indore market**

Summer internship program for two months which completed in Ruchi Soya Indore as a Market researcher

1. Coordination with retailers
2. Creating awareness about the products of Ruchi soya to customers and retailers



### **Extracurricular**

Digital Workshop by Google Completed which was of a great help and learning the basics of digital marketing.

1. Qualified for nationals in aquathlon swimming championship. 2. Won gold medals in interhouse swimming championship in graduation. 3. Won Gold, silver and bronze medals in CBSE swimming championship during school times. 4. Participated in district and state level swimming championship, won gold, silver medals.
1. Elected as a sports captain in 12th standard. 2. Participated in sports events in school.



### **Skills**

- Teamwork
- Time management
- Interpersonal skills
- Decision making
- Adaptability
- Problem solving
- Creativity



### **Technical Skills**

- Microsoft office
- Microsoft Excel



### **Personal Details**

- Date of Birth : 04/06/1994
- Marital Status : Married
- Nationality : Indian



**LinkedIn**

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