

# MAHESHRAO PATIL

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City of Domicile: AHMEDABAD

## CAREER OBJECTIVE

- I would like to become a successful leader and want to work in an organization with long term opportunity where my analytical, team work and problem solving skills will be utilized.
- To secure an intellectually stimulating designation in the field of my interest and deliver the best of my potential wherever I am placed.

## PERSONAL DETAILS

- ⇒ **Name** : Maheshrao Patil
- ⇒ **Date of Birth** : 16<sup>th</sup> October 1990
- ⇒ **Permanent Address**: 24 Avakash Park Society,  
Nikol-Kathwada Road,  
Nikol Gam, Ahmedabad, Gujarat 382415.
- ⇒ **Marital Status** : Single
- ⇒ **Nationality** : Indian
- ⇒ **Languages Known** : English, Hindi, Gujarati, Marathi.

## EDUCATIONAL DETAILS

Course/Degree	Year of passing	Institute/ School	Specialization	CGPA / %
PGDM	2015-17	Shanti Business School	International Business	6.84/10
Graduation	February 2015	Sal Institute Of Pharmacy	Pharmacy	6.85/10
Class XII (GSHSEB)	March 2010	Shivam Vidhyalaya	Science	45.80 %
Class X (GSEB)	March 2006	Ankur Vidhyalaya	-	78.86 %

## CERTIFICATES

- Certified course of Level 2 examination conducted by C-DAC for advanced computer education.
- Certified course for computer applications (DCA).

## SUMMER INTERNSHIP

Management Trainee, Colorant Ltd., Ahmedabad. (04/04/2016 to 20/06/2016)

Assignments:

- Contemporary trends in B2B marketing.

- Contemporary CRM Practices.
- Export of Hazardous chemicals from India.
- MEIS Scheme to Promote Textile and dyechem industry.

**Sales Executive, Ramesh Corporation, Ahmedabad** (04/04/2016 to 20/06/2016, For Weekends).

- Selling Consumer Durables
- Customer Relationship Management

## WORK EXPERIENCE

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### 1. **Sales Executive, Alembic Pharmaceuticals Ltd., Ahmedabad** (23/03/2015 to 10/08/2015)

**Job Profile:** Organizing appointments and meetings Doctors and hospital staffs, Creating Demand of prescriptions, Undertaking Relevant Research, Maintaining Detailed Records, Reviewing Sales performance, CRM.

### 2. **Industrial Training, Swiss Parenterals Pvt. Ltd., Ahmedabad** (09/08/2014 to 16/02/2015)

**Job Profile:** Quality Testing and Documentation of Pharmaceutical Raw Materials, Packaging Materials, Finished Products, Raw Water and Water for Injection.

## OTHER INFORMATION

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### Area of Study

#### • **International Business**

International Marketing and Management, EXIM Policy and Procedures, International Corporate Finance, International Economics, Global LSCM, Global Strategic Marketing, Cross Cultural Communication, International Finance.

### Grand Project

#### • **Country Profiling and entry strategy for a company in to that country.**

##### **Factors of analysis:**

Cultural Dimension, Political Dimension, Regulatory Dimension, Factor Conditions, Economic Environment, Competitor's Rivalry, Recruitment and Selection, Type of Govt., Packaging and labeling, Distribution and logistics, Macro and micro environment, Marketing strategy, Product Design, Pricing Strategy, Entry Strategy.

### Achievements

- Won the 1<sup>st</sup> prize for presenting review article on "Iontophoresis Drug Delivery System" in GTU in 2013.
- Secured 1<sup>st</sup> class in state drawing grade examination in year 2002 and 2004.

### Extra-curricular Activities

- Won the 1<sup>st</sup> prize for cooking best food in food festival in college in 2014.
- Donating blood for last 6 consecutive years.

### Technical Skills

- MS OFFICE, Basic SPSS, Pharmasuit.

### Core Competencies

- Analytical skills
- Leadership skills
- Organizing and Planning skills