



**PRITAM K. BOBADE**

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**ADDRESS:**

At.post, Mandhal (Nagpur), Ta. Kuhi,  
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**DATE OF BIRTH:** 10th May, 1990

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## Career Objective:

To pursue a challenging career and be a part of progressive organization that gives a scope to enhance my knowledge and utilizing my skills towards the growth of the organization.

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## Educational Details:

Course	University/Board	Percentage/CGPA	Year of Passing
BHMCT	RTMNU, Nagpur	59.82	2012
12 <sup>th</sup>	Maharashtra State Board (H.S.C.)	51	2008
10 <sup>th</sup>	Maharashtra State Board (S.S.C.)	50	2005

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## professional Experience:

**As a Sales executive**

**Name of Company: Infra Landworld Pvt. Ltd.**

**Baner, Pune, Maharashtra.**

Joining Date: 07 feb 2017

- Organising sales visit
- Demonstrating and presenting products.
- Establishing new business.
- Maintaining accurate records.
- Attending trade exhibitions, conferences and meetings.
- Reviewing sales performance.
- Negotiating contracts and packages.

**As a Business Development Executive**

**Name of Company: I-Blue Solutions Pvt. Ltd.**

**Pune, Maharashtra.**

**Duration : 1 Sept. 2016 to 25 jan. 2017**

- Identifying new sales leads
  - Pitching products and /or services
  - Maintaining fruitful relationship with existing customers.
  - Preparing powerpoint presentations and sales displays.
  - Contacting clients to inform them about new developments in the company's products.
  - Developing sales goals for the team and ensuring they are met.
  - Training personnel and helping team members develop their skills.
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**As a entrepreneur (restaurant)**

**Name of company: ANNAPURNA MESS /RESTAURENT**

**Duration: jan 2015 to feb 2016**

Restaurant was opened targeting students and bachelors professionals.

- Directed marketing efforts to promote visibility and introduce a product.
- Maximizing all business opportunities to drive sales.
- Ability to create a great atmosphere & be a inspirational host.
- Successfully promoted products and services through effective promotional activities.
- Responsible for costing, budgeting and purchasing.
- Responsible for recruiting and training of staff.

Professional Details:

Organisation Name	Description of Job	Duration
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Summer Internship Details:

1. Hotel Mandovi, Goa.	As a management Trainee in Sales and Support <ul style="list-style-type: none"><li>- Achieve sales from Corporate as well as Walk in clients by identifying need and providing them satisfactory services according to the need.</li><li>- Sales management (hospitality services like Banquets, conference, accommodations etc.)</li><li>- Customer Relationship management.</li><li>- Channel Management- successfully handled accommodation bookings from travel agencies and all related transactions.</li></ul>	3 months
2. Hotel Tuli International, Nagpur	As a management Trainee in House Keeping Department <ul style="list-style-type: none"><li>- Room Division Management.</li><li>- Service Quality Management.</li><li>- Team Management- allocation of duties to housekeeping staff to ensure smooth operation.</li><li>- Monitor the level of service in assigned area / floors</li></ul>	2 months

Areas of Expertise:

Management	PowerPoint Presentations Managing Processes	Customer Relationship Research & Analysis	Conflict
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Extra-Curricular Activities and Interests:

- Awarded for highest sponsorship of college event.(graduation)
- Performing role as Head of Department in college(graduation)
- Actively participation in college functions
- Interests &Hobbies –
- Learning new things
- Playing all kinds of sports
- Reading
- Meeting new peoples

## Key Skills:

Convincing Ability  
Team Work

Adaptability  
Decision making

Tact and Diplomacy  
Willingness to learn

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## Computer knowledge:

Ms-office

Ms-CIT

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## Languages:

Marathi

Hindi

English

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## Declaration:

I hereby declare that the above mentioned information is correct and true to the best of my knowledge.

Place: Pune

(Pritam K. Bobade)