



PRITAM K. BOBADE EMAIL ID: pritambobade5@gmail.com PHONE: 7768918042 9766318078	ADDRESS: At.post, Mandhal (Nagpur), Ta. Kuhi, Dist. Nagpur-441210 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.

Educational Details:

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

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

Computer knowledge:

Ms-office

Ms-CIT

Languages:

Marathi

Hindi

English

Declaration:

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

Place: Pune

(Pritam K. Bobade)