

# Résumé

**Name:** Marlon Socrates Anthony Abreu  
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## Education

**1) Master in Business Administration** (2014-16)  
Goa University-Department of Management Studies  
Specialization in: Marketing and Tourism

**Internship:** Goa Tourism Development Corporation (GTDC)

- Organized a FAM trip for Chinese delegates from Urumqi, China
- Conducted an independent study on improving the marketing strategies of GTDC.
- Part of organizing team and marketing department for promotional events at GTDC
- Developed a concept "Customer Feedback" mobile application for GTDC

**Projects:**

- Conducted a feasibility study market research project for a packaged drinking water company.
- Formulated a draft for the Goa Tourism Master Plan.
- Conducted a Ratio analysis for Cidade de Goa

**2) Bachelor in Computer Application**  
Sikkim Manipal University-DE  
Grade B, 60.15%

**Project:** Developed an application titled "Library Management System" for final year project.

**3) Diploma In Computer Engineering**  
Fr. Agnel Polytechnic, Verna  
First Class, 68.74%

**Project:** Set up a computer laboratory with networking facilities at Agnel Polytechnic, Verna

## **Additional Qualification**

1) Jetking Certified Hardware and Networking Engineer (JCHNE)  
Certified in: PC Hardware Support Skills, OS Support Skills, Managing Exchange Server 2007, Administration of Cisco Networking devices

## **Work Experience**

**1. Surya Akshay Urja Shop-Sales Manager**  
(September 2011-April 2014)

### *Key Responsibilities Handled*

- Generate sales for Thermal and Photovoltaic Solar Systems
- Direct and co-ordinate with installation team
- Determining promotional strategies
- Represent firm at trade events to promote products
- Resolving customer complaints in service areas
- Confer with potential customers and convert leads into sales
- Promote products through digital marketing

## **Skills**

Logo and Graphic design, digital promotion, Proficiency in Adobe Photoshop, Illustrator, CorelDraw, Pinnacle, Novice in C, C++, Java, HTML5

## **Language Proficiency**

English, Konkani and Hindi

## **Hobbies**

- I love to travel the world to experience new cultures and sights.
- I have a keen interest in photography and have a certification from CMYK Academy in professional photography
- I love to keep updated with information in technology and automobiles. I contribute to multiple online forums in my free time.

**Marlon Abreu**