

# TUSHAR.R.SHIRNALKAR

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## JOB OBJECTIVE:

Currently I am seeking opportunity with the Marketing department of an established organization that offers me a consistently positive atmosphere to learn new skills, techniques, experience and implement them for the betterment of the business.

## PROFILE SUMMARY:

- A Result oriented Marketing profession having 1.5 year of valuable experience in B2B sales, Enterprise software sale, business development, Client Relationship, Solution base selling.
- I have completed bachelor of Engineering in E&TC stream as graduation with adequate knowledge of computer network, hardware, devices.
- Last job experience has given me good knowledge of identifying the potential customers for company, i.e. Prospect identification interactions and Closing, how to work in pressure situation.
- Products handled are Microsoft O365, Licensing, VPS, Servers, Enterprise Email solutions, Leased Lines etc.
- I am interested in expanding my professional experience relating to my career, whether in the area of Marketing, telecommunications or other related areas.
- I think in all my jobs I have worked with great dedication and care and each one of my old jobs gave me a great lesson.

I am available immediately and full-time.

## CORE COMPETENCIES:

- Good in building & maintaining relationships.
- Highly motivated and eager to learn new things.
- Strong motivational and leadership skills.
- Good communication skills in written and verbal both.
- Reliable and dependable.
- Honest and trustworthy.
- Positive and helpful attitude.
- Willing to help, patient with people, quick study

## PROFESSIONAL EXPERIENCE:

**Company Name :** IBM Technologies Ltd.

**Job Title :** Business Development Executive.

**Job Duration :** 2<sup>st</sup> April 2015 to Present.

**Job Summary :**

- Opening New Opportunities for Products, Solutions and services offerings.
- Transactional selling / Business development activities.
- Product Knowledge:
  - Website Designing.
  - Microsoft Software Solutions.
  - Leased Lines.
  - Promotional/ Transactional SMS and EMAIL softwares.
  - PRI / IVR
  - Freshdesk Software
  - Lync based VOIP Solutions
  - DC-DR Setup
- Achievement of sales revenues as per the set targets – prepare sales plans to meet given targets and maintain a strong sales pipeline.
- Generating leads for possible sales, and sell panel.

- Discuss the pricing with seniors before sending any proposal out from the company.
- Prepare presentations, proposals and work orders, sales contracts and reply to RFP's and RFI's and sequential maintenance of record.
- Establish, maintain and build potential client relationships and try to acquire more business from them either by referrals or identification of new scope.
- Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals.
- Formal proposal or presentation management and writing and pitch and presentation rehearsals.
- Change the marketing collaterals time and again to incorporate any updates.

**Company Name : Quick Report Software Pvt Ltd.**

**Job Title : Business Development Executive.**

**Job Duration : 1<sup>st</sup> March 2013 to 1<sup>st</sup> May 2013(3month).**

**Job Summary :**

- Identifying the prospective corporate partners for the company and developing a database.
- Approaching the prospective Company for partnership through telephone seeking an appointment.
- Meeting the concerned person and Give them demonstration of the company's product and partnership Plan.
- Providing Business Intelligence solution to partners and discussions with them concerning the ways in which the modules can be used to meet their customers' requirements.
- Presentation of BI solution to conferences and exhibitions.

#### **SUMMER INTERNSHIP:**

**Company name : Birla Asset Management Pvt Ltd.**

**Duration : 2 months.**

**Summary :**

- Brought additional Clients for the company and making them aware of the benefits of mutual funds.
- Identified the financial conditions of the corporate.
- Found out where they invest their investible surplus.
- Identified the decisive factors that influence mutual fund selection.
- Provided the guideline to Mutual fund Company regarding to the market potentials, investor current financial positions.
- Developing the questionnaire and presenting the finding to the management.

#### **WINTER INTERNSHIP:**

**Company name : Business Standard News Paper Pvt Ltd.**

**Duration : 1 month.**

**Summary :**

- Identifying potential customers for company by direct calling.
- Give them advantage of the paper and their USP.
- Proposing the customer costing of subscription.
- Renewal of subscription.
- Brand promotion.

**Achievements :** Beat the VIT college team (Criteria: no of subscription).

**Extra Activity :** Institutional marketing in Symbiosis College, Hinjawdi for 2 days.

#### **ACADEMIC PROJECTS:**

<b>Project Title</b>	: Process automation using I <sup>2</sup> C Bus Protocol.
<b>Duration</b>	: 6 Months.
<b>Details</b>	: <ul style="list-style-type: none"><li>➤ Facilitate customise automation.</li><li>➤ Improve automation with minimum hardware.</li><li>➤ Can be used in both industrial and domestic sector.</li><li>➤ It has better future scope</li></ul>

#### **EDUCATION QUALIFICATION:**

- MBA in Marketing from Indira College of Eng. And Management, Pune in 2013(secured 57%).
- B.E in Electronic &telecommunication from Sinhgad College of Eng., Vadgaon (B.K), Pune (secured 56%).
- XII form S.B College, Aurangabad in 2007(secured 78%).
- X from S.B High School, Aurangabad in 2004(secured 81%).

**IT SKILL:** Well versed with MS Office suit (power point, word), C.

#### **OTHER ACCOLADE:**

- Participated in national level robotic competition under Excelsior, 2008.
- Former member IEEE committee at Sinhgad College of Eng., Vadgaon.
- Secured 2<sup>nd</sup> position in drama at talentine in 2012.
- Coordinated Exelcior in which 1500 students participated.
- Done 6 day live project at BIG BAZAAR.

#### **PERSONAL DETAILS:**

**Father's Name** : Ramakant Motiram Shirnalkar.

**Date of Birth** : 6<sup>th</sup> July, 1989.

**Marital status** : Married.

**Languages known** : Hindi, Marathi, English.

**Hobbies** :

- Playing cricket.
- Driving.
- Watching Movies.

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