



**SANJU MAKKAR**

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**MOBILE NUMBER**

8901292263

**PERMANENT ADDRESS**

430/8 Prem Nagar

Ambala City

Haryana (134003)

**PERSONAL DOSSIER**

**Date of birth :** 11.09.1997

**Nationality:** Indian

**Languages:** English, Hindi, Punjabi.

**Marital Status:** Single

**Hobbies:** Travelling, Watching movies, Dancing.

**COMPUTER SKILLS**

**Knowledge of**

**MS Office,**

**MS Excel,**

**PowerPoint.**

## OBJECTIVE

To be a part of an organization where I can extensively utilize my skills and make a significant contribution to the success of the employer and at the same time my individual growth.

## ACADEMIC CREDENTIALS

Year	Degree	School/Institute	Board/University	%age /CGPA
2018-20	MBA	CGCLandran Mohali	Punjab Technical University	72%
2015-18	B.com	S.A. Jain College Ambala	Kurukshetra University	70%
2015	10+2	PKR Jain Sr. Sec. Public School Ambala	CBSE	79%
2013	Matric	PKR Jain Sr. Sec. Public School Ambala	CBSE	8.2(CGPA)

## ACHIEVEMENTS & HONOURS

- ❖ Participated in Business Analytics.
- ❖ Merit Certificate in NSS programmer.
- ❖ Participated in Human Resource Management role play.

## PROJECT UNDERTAKEN

1. Project Name: Digital Marketing		
Environment	:	Online Project
Project Description	:	It is a Project which has multiple choice questions. Time Duration 48 hours. Difficulty level of the question goes on increasing With the correct response. Get certified from Google.

## TRAINING AND INTERNSHIP DETAIL

**1. Organization** : SAINT GOBAIN WEBER Pvt. Ltd.

❖ **Project Details** : Marketing Research. { Training }

❖ **Project Name** : To assess the potential  
for ready — Mix adhesive for under  
Construction bungalows.

❖ **Training Location:** Lucknow (UP).

❖ **From** : 1<sup>st</sup> June 2019 to 31<sup>st</sup> July 2019

**2. Organization** : Essel Bath Fitting Pvt. Ltd.

❖ **Working** : As a Sr. Sales Executive

❖ **Project Details** : Handling Institutional Sales and Distributors  
and Dealers Channel. Generate The Lead Of Project Sale and  
Institutional Sale. Meetings with Contractor and Architect for  
Generating Lead.

❖ **Location** : Punjab.

❖ **From** : 10<sup>th</sup> August 2020 to 20<sup>th</sup> July 2021

**3. Organization** : Astral Adhesive Limited.

❖ **Working** : As A Senior Sales  
Officer

❖ **Project Details** : Handling Institutional Sales and distributors  
and dealer network Primary Sales and Secondary Sales. Industrial  
sales. And Projects Sales. Handle the segments silicone adhesive,  
epoxy, Putty, adhesive, solvents cements, Cyanoacrylate. All the  
segments dealers like Sanitary, Hardware, Power tools , Glasses  
and other FMCG sectors

❖ **Location** : Ludhiana, {Punjab}

❖ **From** : 24<sup>th</sup> august 2021 to 15<sup>th</sup> May

**4. Organization** : ACC Limited (Ready-mix Concrete)

❖ **Working** : As an Assistant Sale Manager

❖ **Project Details** : Handling Institutional Sales, Government  
Projects and Project Sale with the help of Architect, Builder and  
Contractor. Opening new dealer of RMC and Cement. Meeting with  
Contractor and Architect for Generating Lead.

❖ **From** : 1<sup>st</sup> June Till Now

❖ **Location** : **Ludhiana { Punjab }**

## EXPERIENCE

- ❖ Meeting with the architects and contractors and builders.
- ❖ Giving seminars on the product of the company
- ❖ Launching some new products in the market.
- ❖ Aware about Product and generate lead
- ❖ Do Sampling and Technical Knowledge of product.
- ❖ Also done the handsome sale.
- ❖ Also do giving lecture about company products in seminars.

## INTERPERSONAL SKILLS

- ❖ Quick Learner.
- ❖ Ability to observe the situation and then giving quick solutions
- ❖ Ability to work in a team and set up trust.
- ❖ Ability to listen someone and then giving ideas to him/her.
- ❖ Ability to communicate with people in a confident way.
- ❖ Good presentation skills.

## DECLARATION

I do hereby declare that all the information given above is correct to the best of my knowledge.

**Signature**

**Sanju Makkar**