

**Name** Deep Ketan Maru **Specialization** Operation  
**Address** C/205,Raj Park,Rajaji Road,Dombivli(East) **Course** MMS  
**Dob** 21/04/1991  
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| Academic Details:                                                |                                                                                     |                      |      |            |
|------------------------------------------------------------------|-------------------------------------------------------------------------------------|----------------------|------|------------|
| Qualification                                                    | Institute                                                                           | University/Board     | Year | Percentage |
| Master of Management Studies (M.M.S)                             | Shah & Anchor Kutchhi Engineering College-Department of Management Studies, Chembur | University of Mumbai | 2013 | 67.14%     |
| BMS(Bachelor of management studies)<br>Specialization: Marketing | Model College (Dombivli)                                                            | University of Mumbai | 2011 | 55.08%     |
| HSC                                                              | Model College (Dombivli)                                                            | University of Mumbai | 2008 | 67.50%     |
| SSC                                                              | S.I.A High school (Dombivli)                                                        | University of Mumbai | 2006 | 65.20%     |

#### Professional Experience:

❖ **NEXA AUTOMOTIVE MANUFACTURERS PRIVATE LTD** (Dec'17 till date)  
 Designation: Relationship Manager

- Maintain good relationships with clients so that the business can maximize the value of those relationships.
- Identify key contacts at potential client companies to establish and foster a relationship.
- Participate in one-on-one meetings with clients to explain services in an effort to guide their choices.
- Understand the problems and challenges of clients and identify ways the business could better address those needs.
- Grow the business by identifying new sales and business development opportunities.
- Seek opportunities to cross-sell or upsell to existing clients.
- Monitor and assess activities of our competitors to proactively satisfy and retain our clients.
- Provide excellent service in order to maintain a positive reputation for the business.
- Resolve any customer complaints in a prompt and professional manner.
- Set revenue targets and then develop and execute a strategy to meet those.

❖ **ARYA HONDA** (May'17 – Dec'17)

Designation: Corporate Sales Executive

- Understands cars by studying characteristics, capabilities, and features; comparing and contrasting competitive models; inspecting automobiles.
- Develops buyers by maintaining rapport with previous customers; suggesting trade-ins; meeting prospects at community activities; responding to inquiries; recommending sales campaigns and promotions.
- Qualifies buyers by understanding buyer's requirements and interests; matching requirements and interests to various models; building rapport.
- Demonstrates cars by explaining characteristics, capabilities, and features; taking drives; explaining warranties and services.
- Closes sales by overcoming objections; asking for sales; negotiating price; completing sales or purchase contracts; explaining provisions; explaining and offering warranties, services, and financing; collects payment; delivers automobile.
- Provides sales management information by completing reports.
- Updates job knowledge by participating in educational opportunities; reading professional publications.
- Enhances dealership reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

❖ **AUTOMOTIVE MANUFACTURERS PRIVATE LIMITED** (May'15 to May'17)

Designation: Sales Executive

- We promote products and services to customers and negotiate contracts with the aim of maximizing sales profits.
- Organizing sales visits
- Demonstrating/presenting products
- Establishing new business
- Maintaining accurate records
- Attending trade exhibitions, conferences and meetings
- Reviewing sales performance.

❖ **SHEMAROO ENTERTAINMENT PVT LTD.**

Designation: Summer interns (2 months)

Project: Analysis of logistic system at Entertainment Private Limited

- Packaging.
- Economic order quantity
- A B C analysis
- Reorder level
- Maintaining accurate records
- Business process re-engineered

❖ **MC DONALDS SUPPLY CHAIN**

- To understand the cold chain process.
- How they handled the supplies to their franchises.

**Awards and Achievements:**

- Achieved top position in Emerging Star contest held in 2016

**Extra Curricular Activities:**

- Part of inter college fest EXPORIA '11 of Shah and Anchor Kutchhi Engineering College Chembur. (Exporia is a inter college event in which students from all MMS colleges in Mumbai come and take part. In charge of event rappelling in war load)
- Part of Intra college event Kurushetra '12 of Shah and Anchor Kutchhi Engineering College Chembur. (Kurushetra is an event which involves selling of commodities in the college campus. In charge of Ground committee which looked after the Arrangements for the participant)
- Leading Hospitality and Technical committee for all the guest talk held for MMS at Shah and Anchor Kutchhi Engineering College Chembur.
- Organised sports day at Shah and Anchor Kutchhi Engineering College Chembur.
- Part of Unnati committee at Model College.( The committee is involved in doing social activities like cycle rally to control pollution; walk for one India to show the United India,etc.)

**Other Details :**

|                                |                                                                                                                                                                                                                                                                                                                                                                     |
|--------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Achievements</b>            | <ul style="list-style-type: none"><li>● 1 prize in open cricket at model college</li><li>● 3 prize in box cricket at model college</li><li>● 2 prize in badminton single at model college</li><li>● 1 prize in box cricket at shah and anchor Kutchhi engineering college</li><li>● 1 prize in volley ball at shah and anchor Kutchhi engineering college</li></ul> |
| <b>Computer Skills</b>         | MS PowerPoint, MS Word, MS Excel, Tally                                                                                                                                                                                                                                                                                                                             |
| <b>Languages known</b>         | English, Hindi, Gujarati, Kutchhi, Marathi                                                                                                                                                                                                                                                                                                                          |
| <b>Hobbies &amp; Interests</b> | Badminton & Carom, Dancing, Listening music                                                                                                                                                                                                                                                                                                                         |

**Declaration:** I hereby declare that all the information provided in my resume is true to the best of my knowledge.

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| <b>Reference :</b> |
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Mr. Ajay Patwa  
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