



# SWAPNIL NAKADE

**Phone:** 9766442622

**Address:** D -602, Faith Society, Balewadi, Pune-411045

**Email:** [swapnil.nakade7@gmail.com](mailto:swapnil.nakade7@gmail.com)

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## EXPERIENCE

### MarketsandMarkets Pvt. Ltd.

June 17 - Present

#### Associate Manager – Business Development

- Responsible for handling end-to-end sales & projects across multiple continents including APAC, US & Europe.
- Responsible for account handling and handling the entire business cycle as a SPOC (Single Point of Contact).
- To build and acquire clients across multiple industries for research and consulting services by laying down efficient marketing strategies and positioning content.
- Responsible for developing proposals/business case/presentations to the clients, pitching in for the expected research content by the clients, based on previous domain experience.

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## SUMMER INTERNSHIP PROGRAM

### TATA Communications Ltd.

May 16- Aug 16

#### Lead Generation Executive

- Cold call, Cold Emailing and Visit to clients for Product offering.
- Responsible for increasing the customer base and conveying the communication to a wider audience.
- Approached various Corporate and Colleges in Bangalore and pitched them the offering.
- To analyse the customer satisfaction of existing ILL and VPN providers.

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## EDUCATION

### Balaji Institute of Telecom and Management, Pune

July 15-May 17

PGDM (Telecom & Marketing)

Percentage- 68.45%

### G.H.Raisoni College of Engineering, Nagpur

July 11- June 14

B.E (Electronics and Telecommunication)

Percentage- 66.02%

### Shri.Datta Meghe Polytechnic, Nagpur

July 08-April 11

Diploma in Electronics and Telecommunication

Percentage- 66.24%

### Deepshikha Gurukul Sainik School, Chikhaldara

May 08

10th (Maharashtra State Board)

Percentage- 76.61%

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## SKILLS

- **Business Skills:** B2B sales, Designing promotional strategies, Negotiation and Leadership
- **Technical Skills:** CCNA, MS Word, MS Excel, MS PowerPoint

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## ACHIEVEMENT

- Secured 1st Prize in Project Competition held at 'Dr.Babasaheb Ambedkar College of Engineering, Nagpur
- Secured 2nd Prize in Project Competition held at NPTI, Nagpur
- Secured 3rd Prize in Paper Presentation Competition held at KDK College of Engineering, Nagpur
- Secured 1st Prize in Paper Presentation Competition held at NPTI, Nagpur
- Secured 1st Prize in Paper Presentation Competition held at Smt.Bhagavati College of Engineering, Nagpur

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## CO-CURRICULAR ACTIVITIES

- Attended 'National Conference' on Recent Trends in ITC held at 'G.H.Raisoni College of Engineering', Nagpur
- Attended 'Dale Carnegie' Training Program held at 'Meghe Finishing School', Nagpur
- Represented 'Maharashtra State in cricket through VCA held at 'Trichy, TamilNadu'

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## HOBBIES

- Playing Cricket
- Travelling

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## PERSONAL DETAILS

**Date of Birth:** 17th February 1992

**Nationality:** Indian

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

**Passport No:** M0888989

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## DECLARATION

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

Place- Pune

Swapnil Nakade