

Satyajit A Shinde

Summary:

A value driven, result oriented and self motivated Sales and Marketing business development professional. Hold 3.5 years work experience in customer interfacing roles.

I am looking to put to use my skills and abilities with an intention to go the extra mile for customers and enhance the good will of the organization I am part of. I also look forward to uplift the same in the direction of professional self-growth.

CAREER HIGHLIGHTS

GMETRI Studios, Bangalore

Designation: Business Development Manager

Jan 2018 – Present

- Spear headed marketing activities, which included Google adwords, Google analytics, Google tag Manager
- Solely responsible for B2B sales. Plan, present and propose value propositions to clients for their current business
- Manage client accounts end to end and bring in repeat as well as additional business
- Making Data studio reports to strategize marketing activities

SportyBeans (Luminosa Education Pvt Ltd), Pune

Designation: Business Development Manager

Oct 2016 to Dec 2017

- Travelling to various business events to identify, pitch and generate prospective investors
- Responsible for effectively managing and enhancing client account relationships thereby retaining loyalty and bringing in repeat business
- Prepare monthly reports on customer satisfaction, product feedback and brainstorm on areas of marketing opportunities with team of Managers
- Meeting targets to make SportyBeans a profit centric model

Nandan Buildcon Pvt Ltd., Pune

Designation: Jr. Engineer

June 2014 to March 2016

- Site management and execution
- Provide customer support, client coordination for product alterations and offering them with better and alternative solutions
- Project budgeting and estimation
- Maintaining progress report and activities for target oriented goals

EDUCATIONAL CERTIFICATIONS AND CO-CURRICULAR ACTIVITIES

2015 Secured runners up position in badminton at ISBM 2015, Pune

2014 Bachelor of Engineering, AISSMS College, affiliated to Pune University

2013 Participated in national event Zest in badminton, Pune

2013 Participated in National level event Tesla organized by MIT in town planning, Pune

2012 Secured 1st position in Badminton at college 3 years in a row (2012 to 2014), Pune

2012 Attended a workshop in MIT on construction practices, Pune

2001 Completed 2 levels in table musical instrument

Languages known: English, Hindi, Marathi, (fluent)
Spanish (Beginner's level)