**Curriculum Vitae**

**Address**: - ‘JIVALA’, House no:-643, Ganganagar,

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**Mobile**:-+91 9028773439

**Amit Vikas Deshmukh Email**: - amitdeshmukh30aug@gmail.com

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**Objective:-**

Looking for a challenging career which demands the best of my professional ability in technical and analytical skills, and helps me in broadening and enhancing my current skill and knowledge.

**Education:-**

1. PGDM in marketing as major and operation and system as minor from IMDR college with first class.
2. Bachelor of Engineering in Electronics And Telecommunication with higher second class (University of Pune).
3. Higher Secondary Certificate Maharashtra State Board 63.83%.
4. Secondary School certificate Maharashtra State Board 84.13%.
5. Post graduation Diploma in embedded system (University of Pune).

**Language:-** Advance level of fluency and ability to read and write **English,Hindi,Marathi,French(A1)**

**Summer internship: -** Process time reduction and productivity improvement of production line.

(From-Kalyani Hayez Lemmerz ltd.)

**Other Internship:-**

* + - 1. Market Research in **“**Vehicle intelligence system” from KPIT TECHNOLOGY
      2. Worked as Wallstreet Trader in CAPSTONE SECURITIES PVT LTD
      3. Market Research project from Career Launcher

**Achievement: -** RTS (Rayat Talent search) and MTS (Maharashtra Talent Search) scholarship holder

Passed GRE Exam in 1st attempt.

**Professional courses:** - Certificate Course in Embedded System (Pune University).

**Languages**

CCNA (Cisco Certify network association).

**Interest: -** Explore new places, Playing Tabla, Playing Cricket and Carom,

Doing various social activities

**Key Skills:-**

|  |  |  |  |
| --- | --- | --- | --- |
| Analytical | Project management | Planning | Organizing |
| Problem solving | Teamwork | Relationship Building | Territory Penetration |

**Extracurricular Activities: -**

Founder member of quiz competition in college.

Taking part in various music concert.

Member of College cricket and carom team.

Attending workshop and campaigning.

**Experience: -** Eight months in Sellcraft Softech Pvt Ltd.

**Roles and Responsibility:**

* Prospecting, Making Cold Calls to Identify new sales opportunities / Lead Generation
* Giving first level product demonstration & presentation.
* Handling New Customer Enquires.
* Prospect and develop relationship with potential customers
* Understanding the Present Scenario of the Customer and Suggesting them the necessary upgrade
* Ensure Timely delivery by coordinating with Proper installation & Payment collection
* The most important is to keep the customer satisfaction to have regular and repeated business
* Handling existing client accounts, monitoring the resource allocation for different projects.

**Date of Birth: -** 30/ 07/1989

**References: -** Available on request

**Declaration: -** I hereby declare that above mentioned information is true in best of knowledge

and belief.

**Amit V. Deshmukh**