**Vaibhav GIRIJASHANKAR UPADHYAY**

Green Park Row House no 4, Wasan Nagar Pathardi Phata, Nashik.

Contact No: +918087231391; Email ID: [vaibhavupadhyay2192@gmail.com](mailto:vaibhavupadhyay2192@gmail.com)

**objective**

* Objective to work in an organization which provide opportunity for growth, learning and scope for the implementation of the skills and hence give my best to the organization.
* I am looking for assignments in marketing and business development**.**

**PROFESSIONALS EXPERIENCE**

* Currently working as **BDE (Business development executive**) in **Knowledge Hours International.**
* 9 months of professional Experience in IT industry as a **Technical Support Engineer**.
* 10 months of professional Experience as an **Assistance Supervisor in Production Department.**
* Organized several projects and other events in Production Department.
* Organizing seminars of education programs in several schools around Nashik district.

**TECHNICAL** PROFICIENCY

\* Computer Skills \* Hardworking Skills \* Team Handling Skills

\* Presentation Skills \* Communication Skills

**PROFESSIONAL EXPERIENCE**

**Knowledge Hours International Since December- 2019**

**Business Development Executive**

* Responsible for developing a strong professional network and utilizing that network to bring in new business referrals on a regular basis.
* Visiting respected principals of schools to brief about our company products related to General Knowledge.
* Established as a key player in leading business development and generating revenue.
* Led efforts to acquire new Strategic Clients by identifying potential clients, meeting with the decision-makers within these businesses and establishing relationships to partner with industry leaders.

**Aress Technologies Pvt. Ltd. (Nashik) May-2016 to Jan 2017**

**Technical Support Engineer**

* Maintaining the highest standards of customer service by giving preference to customer satisfaction & promptly resolving customer problems & concerns and responsible for better clientele service across the region.
* Good communication skills with ability to use it effectively and persuasively and be able to respond professionally to customers queries.
* Excellent written and verbal communication skills, with an ability to empathize with customers with varying levels of technical ability.

**M/S Sant Engineering Works. (Nashik) July-2015 to May-2016.**

**Assistant Supervisor**

* Maintaining the shifts of operators, Taking the feedback at the end of the shift.
* Effectively achieved daily production target as per plan; deftly monitored & reviewed shop floor Manpower and Production Plan & Control.
* Coordinated with Stores, Quality, Logistics and Material department to achieve production targets; accountable for maintaining and updating daily production record.
* Responsible for all production related activities with documentation & line quality with daily target achievement through quality considerations.

EDUCATIONAL DETAILS

**MBA Marketing (2019)**

Pune University, 64%

B.E Electronics (2015)

Amravati University, 65%

**Diploma in E&TC, (2012)**

MSBTE, 65%

**SSC (2008)**

State Board of Maharashtra, 64%

**PROJECTS UNDERTAKEN**

**MBA**

* **Comparative study of top e-tailing companies in India with reference to Amazon and Flipkart.**

**Description:** Comparison of top e-tailing companies on the basis of Marketing Strategy and their marketing share.

* **Assessment of customer satisfaction towards banquet of SSK Solitaire Hotel, Nashik (SIP)**

**Description:** In this project we have studied through which factors we can satisfy customer in Banquet of the hotel.

**B.E (Electronics)**

**Attendance and time recording system using RFID**

**Description:** In this project, we have built the circuits which take the attendance of the students when they enter in the class by swapping the card

**DIPLOMA**

**LPG and Alcohol Detecting Robot with wireless camera**

**Description:** In this project we have studied the detecting the leakage of pipeline using Robot and shows the photos of leakage with Wireless camera.

EXTRA CULTURAL ACTIVITIES

* Participated in drama in college gathering.
* Coordinator of national event of college.
* Participated in college cricket at university level.

**PERSONAL DETAILS:**

**Name:** Vaibhav Girijashankar Upadhyay

**Date of Birth:** 21 SEP 1992

**Sex:** Male

**Marital Status:** Single

**Languages Known:** English, Hindi and Marathi

**Nationality:** Indian

**Interests & Hobbies:** Playing Cricket, Listening Music, Watching movie.

**DECLARATION**

I hereby declare that above mentioned information is genuine and true to the best of my knowledge.

**PLACE**: Nashik

**DATE: \_\_\_\_\_\_ Vaibhav Upadhyay**