



# SONU V SUNNY

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## Objective

Seeking a marketing position where my skills and qualifications will be put to use on a daily basis in a reputable organization.

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## Personal Details

- Date of Birth : 17/10/1997
- Nationality : Indian

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## Experience

- **Wonderla LTD** 1/12/2024 -  
Business Development Executive
  - Managerial roles in responsible of business development and promotional and marketing activities in Thrissur and Palakkad districts.
  - Identify new market and business opportunities and increase sale.
  - Manage Business development partners and Tour operators.
- **Mahindra Holidays & Resorts India Ltd** 17/6/2022 - Till Date  
Relationship Manager
  - Update action plan and financial objectives quarterly
  - Identify new market and business opportunities and increase sale
  - Represent resort in events and exhibition
  - Create and enforce plans that will help to meet customer satisfaction
  - Build long term relationship with customers and clients
  - Encourage high sales and good customer service practice
- **Reliance Jio Infocomm Limited** 9/8/2021 - 15/6/2023  
Home Sales officer
  - Achieve sales target
  - Customer engagement and relationship building
  - Prepare monthly and weekly reports

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## Education

- **Berchmans Institute of Management Studies-(BIMS)** 2021  
Master of Business Administration ( MBA)  
6.5
- **Mar Gregorios College of Arts and Science College Punnapra.** 2018  
Tax Procedure and Practice
- **St. Mary's Higher Secondary School** 2015  
Higher Secondary Education Certificate  
72%
- **St. Mary's Higher Secondary School** 2013  
Secondary School Leaving Certificate  
70%

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## STRENGTHS

- Good Communication skill
- Trainable person
- Peoples person
- Adaptable

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### Skills

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- Delegation
- Building Relationship
- Motivator
- Negotiation

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### Technical Skills

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- Diploma in Computer application
- Tally certificate

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### CERTIFICATE COURSE

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- Digital Marketing certificate from Google
- Certification course on Supply Chain Management

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### Projects

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- Study on the perception of Hospital employee's towards quality of work life
- Research on Preference of online shopping of cosmetics items among students of SB college

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### Achievements And Awards

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- Publicity coordinator of Internal Berchnova 2020 conducted by Berchmans Institute of Management Studies.

Student coordinator of Ministry of Micro, Small and Medium Enterprises at Berchmans Institute of Management Studies

Marketing game coordinator of Berchnova 2019 conducted by Berchmans Institute of Management Studies.

Student coordinator of Institution Innovation Council at Berchmans Institute of Management Studies

Participation certificate for Marketing Game in Management Fest conducted by Rajagiri Business School (RBS)

Special Jury Award in Mar Gregorios Arts and Science College Punnapra