

Curriculum Vitae

Prathamesh Sunil Urunkar

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Career Objective

To be a successful professional in a globally respected company and to achieve the objectives of the company with honesty and fairness and to continuously upgrade my knowledge and skills.

Experiences:

➤ Cars24 Services Pvt ltd. : Feb 2021 to till now.

Job Designation: Retail Manager.

Job Location: Kolhapur

➤ Puma Sports Pvt. Ltd : Dec 2017 to Jan 2021

Job Designation: Store Manager

Job Location: Kolhapur

Roles And Responsibilities.

1. Cars24 Services Pvt ltd. :

- Customer Handling C2B retail sales Calling to both new /existing customers and book appointment as per scheduled leads generated.
- Ensuring continuous connect with customer, understand their requirement, process briefing.
- Post inspection, explaining report to customer and negotiating for best price.
- Closing deal and support customer in documentation/Paper work by coordination with operation team
- Closing the retail lead.

2. Puma Sports Pvt. Ltd :

- Deliver excellent service to ensure high levels of customer satisfaction.
- Motivate the sales team to meet sales objective by training and mentoring them.
- Maintaining good KPI's of store and flowing all SOP's in the store.
- Respond to customer complaints and concerns in a professional manner.
- Ensure store compliance with health and safety regulations.
- Managing stock levels and shrinkage control.

Highest Qualification :

Qualification	College/Institutes	Board /University	Year	Aggregate
MBA	CSIBER	Shivaji University, Kolhapur	2017	62.71%

MBA Specialization & Academic Project

- Marketing
- Finance

- ❖ **Project title** : “Study of Customer Relationship Management”
- ❖ **Organization** : “Yamaha, Farmo Road Corporation, Kolhapur”

Extra Curricular Qualification

- Business English Certificate (BEC) Preliminary Course Award Council of Europe Level B1.
- Sig Sigma Yellow Belt Certification Course.
- Excel SPSS Certification Course.
- Stock Market Certification Course.
- 5 Maharashtra Battalion N.C.C.

Personal vitae

Date of Birth : 23rd April, 1993
Gender : Male
Marital Status : Unmarried
Languages Known : English, Hindi And Marathi.

Declaration :

I hereby declare that above furnished particulars are true to the best of my knowledge and belief.

Place : Kolhapur
Date :

Prathamesh S. Urunkar