



RESUME

Amit Saini

Permanent Address: House No. - D-10
Panjab University Campus, Sector-14 Chandigarh
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Objective

Seeking an opportunity to work in pragmatic way with an organization where I can show up my talent and enhance my skills to meet company's goals and objectives with full integrity and zest.

Work Experience

| | |
|--------------|---|
| 3Years1Month | Currently working as Sales Manager with Net Ambit Pvt. Ltd. (SWIGGY PROCESS). |
| 1 Year | Worked as a Sales Executive in MRH ASSOCIATES (TataSteel Parvesh Project). |
| 1 Year | Worked as a Sales Engineer in Mettler Toledo under NEEMPROJECT |
| 1 Year | Worked as a Sales Engineer in Niger Technologies Pvt.Ltd |
| 1 Year | Worked as an Electronics Research Project Assistant Level-II in DST Research Project (RPC PROJECT) in at Department of Physics, Panjab University, Chandigarh |

Current Responsibilities

- Lead on-ground expansion of the business to new markets.
- Responsible for building business by identifying prospective restaurants (partners)
- On boarding of new restaurants for Swiggy in various locations and handle the Account Management.
- Coordinate with sales teams to ensure a great quality set of restaurants on the platform.

- Maintaining a strong relationship with restaurant owners and advising them on issues related to the market and offering solutions on the same.
- Gather sales leads from the market and approach restaurants actively and handling the inquiries from existing and new clients.

Educational Qualification

| Sr. No | Educational Qualification | Percentage |
|---------------|--|-------------------|
| 1 | Bachelors of Technology (B.Tech.) in Electronics & Communication Engineering from Indo Global College of Engineering (Dist. Mohali) under Punjab Technical University. | 70.38% |
| 2 | Three year Diploma in Electronics & Communication Engineering from Guru Gobind Singh Polytechnic College (Distt.Kharar) under Punjab State Board of Technical Education. | 59.68% |
| 3 | 10 th with first division under C.B.S.E. | 61.00% |

Training Undertaken

- Three months training in VLSI from Infowiz Software Solution, Chandigarh.
- Six months training at Embedded System from Infowiz Software Solution, Chandigarh.
- One Month training at Pacific Technologies for Electronics Excellence – Chandigarh

Computer Proficiency

- Basic knowledge of Computers and SAP.

Strengths

- Optimistic
- Innovative
- Hardworking
- Determined
- Team Work Skills

Hobbies

- Reading

- Listening to music
- Positive interaction with people

Personal Details

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|---|-------------------------------|
| ▪ Father's Name | Mr. Subhash Chand Saini |
| ▪ Mother's Name | Mrs. Suman |
| ▪ Date of Birth | June 24 th , 1989. |
| ▪ Sex | Male |
| ▪ Marital Status | Married |
| ▪ Language Ability (Write, Speak & Understand) | English, Hindi & Punjabi |

Declaration

I here declare the information furnished by me is true to the best of my knowledge.

Place: Chandigarh

Amit Saini