

RESUME

Name: Akshay Ishwar Turai

Address:-Vasundhara Villa, 305, 40 feet road, Near Datta Mandir, Manjari Budruk, Pune 412307

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Location:- Pune

Objective:

To obtain a position in an organization that will enable me to use my strong organizational skills, educational background, and ability to work well with people.

EXPERIENCE:

RANGOLI CERA TILES (Business Development Executive) **Aug 2022 – Present**

Location: Pune

❖ **Role and Responsibilities-**

- ❖ To handle Architects & Interior Designers
 - ❖ Cold Calling
 - ❖ Taking Appointments
 - ❖ Convert new leads
 - ❖ Retain existing client
 - ❖ Sharing Samples at the customer location and submitting back to the office
 - ❖ Preparing and giving presentations to the client on the products we deal with
 - ❖ Exhibition Promotion
 - ❖ Follow up on the activities required
 - ❖ Giving proper updates regarding the products to the clients
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EXPERIENCE:

GROHE INDIA PVT LTD (Sales Officer) **NOV 2020 – DEC 2020**

Location: Pune

❖ **Role and Responsibilities-**

- ❖ To handle dealer network
 - ❖ To take orders.
 - ❖ Lead generation and follow up.
 - ❖ Appointment of new Dealers
 - ❖ To solve product related issue.
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EXPERIENCE:

BELL SANITARYWARE (Area Sales Officer) **NOV 2018 – SEPT 2020**

Location: West Maharashtra

- ❖ I have experience in sanitary ware industry at Kolhapur location.
- ❖ Also, have handled almost 110 clients in my territory, wherein my territory includes five Districts.

- ❖ Gained deep knowledge about Products like sanitary wares, sink, bath fitting.
- ❖ Maintained good relationship with all Dealers and Organization.

❖ **Role and Responsibilities-**

- ✓ To handle dealer network
- ✓ To take orders.
- ✓ Lead generation and follow up.
- ✓ Appointment of new Dealers
- ✓ To solve product related issue.
- ✓ Payment collection.
- ✓ Set up branding for dealers.
- ✓ To attend exhibitions and other promotional activities

MBA Summer internship with NITOR INFOTECH:

- **Company name:** - Nitor InfoTech (HPS Wellness)
Appointment as Intern- **Market Research** on contract for the period of Two months (60 days)
Allowances: - Paid stipend Rs.3000/-
- **Title of the project:** - Market study to understand what **factors effects on human health** with analysing **scope for HPS wellness system in Pune**".
- **Project summary:** - The Project begins with a brief overview Impacts and effects of environmental changes, diet changes, Medicines changes on human body, and it dwells briefly on profile of company and its current position and activities, researcher prepared one questionnaire, which includes questions type close ended, and researcher gave 5 to 6 options for each questions. The last few pages of market research report deal with various way in which the recommendations, findings, analysis, suggestions and finally conclusion, once it implemented it can be mentored and controlled.

ABILITIES AND SKILLS:-

- Positive attitude towards work.
- Excellent Communications Skills.
- An innovative thinking. Initiator, leadership qualities, team handling qualities.
- Ability to travel 250 km by bike daily.
- Ability to achieve set targets before due date
- Ability to make sales plans, presentation, route plans, exhibition setup.

PROFESSIONAL QUALIFICATION:

Degree	University/Board	Year of Passing	Percentage/Grade
MBA (Marketing)	Pune University	July 2018	68%
BBA	Shivaji University	June 2016	67%
HSC	Maharashtra State Board	May 2010	67%
SSC	Maharashtra State Board	June 2008	54%

PERSONAL DETAILS:-

- Name –Akshay Ishwar Turai
- Fathers Name - Ishwar Narayan Turai
- Date of Birth –09th May 1993
- Nationality - Indian
- Status – Married
- Languages known - English, Hindi, Marathi
- Hobbies - Cooking, Playing Computer games, travelling, curious to search new things.

Place: PUNE

Date: