

Pruthviraj Patil

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CAREER PROFILE

Focused and smart working. Portraying diligence in varied working environments. Key learning attitude, leadership skills, and critical thinker along with a better understanding of business functioning and achieving KPI's within deadlines. Passionate about working in challenging situations, gaining good real-time experience in a profound organization. Looking for an opportunity for learning new skills, innovate and understand company goals and objectives, at a greater platform.

EDUCATION

Master of Business Administration (International)

November/2019 – November 2021

Deakin University, Burwood Campus, Australia

- Achieved: Awarded 20% Scholarship on program fees
- Deakin University Student Association (DUSA) – Gold Member
- Member of Deakin University Indian Club (DUIC)

Bachelor of Business Administration (International Business)

June/2016 – May/2019

Savitribai Phule Pune University, Pune, India

- Major: International Business
- Coursework: International Business Environment, International Economics, International Marketing, International Agriculture Business, International Relations, International Banking and Finance, International Business Law, International Project Management
- Achievements: Best Manager– AAROHAN Fest
- Grade: 60%

RELEVANT EXPERIENCE

Jr. Counsellor Cum Business Development Executive

July/2022 – Current

Study Smart Overseas Education and IELTS training, Pune

- Did 100-140 calls each day for lead generation, maintained a student database on **CRM** and ensured regular follow-up on potential leads
- Conducted face-to-face & telephonic counseling of students who were looking for higher education and admission to various Universities in the UK, Ireland, Australia, & Canada
- Helped the Students find the right counselor according to their country and education preference

Interned as Marketing Consultant

July/2020 – August/2020

Practera Live Projects, Australia

- Had the opportunity to be one of the 25 students who got selected for internship
- Helped client- **Western Union Business Solutions** to understand competitors marketing practices and presented recommendations on marketing channels for the business
- Researched marketing strategies of competitors and identified target customer personas
- Communicated with team members to ensure clarity and adherence to deadlines and carried out a presentation

Interned as Sales Representative and Event Management**January/2017 – March/2017**

P & P Products, Parbhani, Maharashtra, India

- Handled door to door and sales of liquid soaps and phenyl
- Organized corporate events and sports events, also worked as a media partner for match telecasting and live recordings during official tournaments
- Managed to achieve company-wide objectives through generating an average of 20,000 INR per special event, seminar, or trade show, resulting in great turnover every month
- Carried out billing for past due account

VOLUNTARY EXPERIENCE**Op Shop Assistance****July/2020 – July/2021**

Australian Red Cross, 120 Swan St, Richmond, Australia

- To assist with raising funds through sale of donated and new clothing, accessories, and homewares to support everyday work of Red Cross. Also, to drive sales through customer service, emphasizing on providing positive shopping experiences for customers

Volunteer**November/2017 – January/2018**

RESQ Charitable Trust, Pune, Maharashtra, India

- Imparted elementary knowledge to school students belonging to local community, to promote importance of technology and education. Conducted social activities and organizes social awareness campaigns. Served students with healthy meals. Helped injured and infected animals heal and allocated shelter with food

EXTRA-CURRICULAR ACTIVITIES

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| • Captain of Inter-House Football Team | 2015/2016 |
| • Captain of Inter-House Cricket Team | 2014/2015 |
| • Represented Aurangabad District cricket team in state-level championship (Under-17 age category) | 2013/2014 |

REFEREES

Available upon request