

Current Address: 'B' 902, Sai Velocity, Near Rayan International School, Bavdhan, Pune - 411021.

Career Objective: To seek an opportunity with an organization which can provide me hands on exposure for my chosen specialization of Marketing, and enable me to learn and grow.

EDUCATION QUALIFICATION:

EDUCATION	COLLEGE / SCHOOL	BOARD / UNIVERSITY	YEAR OF PASSING	GRADE / PERCENTAGE
MBA	Suryadatta Institute of Management	Pune University	2017	62.00%
BBA	Shivraj College, Gadhinglaj	Shivaji University, Kolhapur	2015	52.14%
H.S.C.	Sadhana Jr College, Gadhinglaj	Kolhapur Board	2012	66.17%
S.S.C.	Gijavane High School, Gijavane	Kolhapur Board	2008	47.69%

Other Qualification:

Tally ERP9 : A+

Summer Internship Project: **MBA**

Specialization : Marketing

Title : A Study on Advertisement & Sales Promotion Techniques with Reference to Samarth Motors, Gadhinglaj.

Project Objectives : Spearheading Promotion Campaign, Coordinate with Media for Advertising.

Project Duration : 20th May to 20th July 2016 (2 Month)

BBA

Title : A Study of Consumer Buying Behaviour of Shampoo Product in Mumbai.

Project Objective : Mumbai Market Survey

Project Duration : December 2014 (1 Month)

CORPORATE EXPOSURE:

DHFL (AVANSE FINANCIAL SERVICES LTD) - 23rd January 2017 to 5th March 2019

- Dealing with the product of Education Loan and having complete knowledge about Education Loan.
- Taking care of Login, Sanction, and Disbursement of the file.
- Also dealing with the new product of DHFL Pramerica Insurance and Religare Insurance.
- Approaching and pitching the product to customer directly and by telephonic conversation.

ACHIVEMENTS:

- PAN INDIA topper for the month of March, April & August 2018 for doing maximum Logins and Disbursements.

Designation : Assistant Manager - Sales

Roles and Responsibility:

- **Cold Calling** - Sourcing business from cold calling like CASA, Insurance & Asset Products.
- **Problem Solving** - Escalating any concerns of all customers & getting them resolved.
- **Market Research** - Identify & Convert the potential clients from client portfolio provided.
- **Business Development** - Initiate communication ways with new clients in order to generate inquiries.
- **Organizational Effectiveness** - Responsible for maintaining & growing revenue from the existing major customers.
- **Team Management** - Co-ordination with operation team to ensure proper service to high value clients. Prioritizing highly workload clients.
- **Advocating Sales & Promotion.**
- **Customer Services & Client Relationship.**
- **B2C**

Computer Skills:

Basic in Computer, MS Office (Word, Excel, Power Point) & Internet.

PERSONAL DETAILS:

Father Name : Mr. Shreepati Arjun Gayakwad
DOB : 9th July 1992
Gender : Male
Marital Status : Unmarried
Nationality : Indian
Language known : English, Hindi and Marathi
Permanent address : 355, Sabale Lane, A/P- Gijavane, Tal- Gadhinglaj, Dist. - Kolhapur. 416502

Declaration:

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

Date:

Place

MADHAV SHREEPATI GAYAKWAD