



## ADARSH

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## OBJECTIVE

As a Recent graduate, I am eager to contribute my skills and learn from new experiences. I am seeking a position that allows me to utilize my skills and qualifications to achieve my aim and grow professionally.

## EDUCATION

MBA-FINANCE AND MARKETING Alva's Institute of Engineering and Technology	2023-24
BBA-AVIATION AND LOGISTICS The Yenepoya Institute of Arts, Science, Commerce, and Management, Mangalore	2019-22
Pre-University College Govt PU College, Chelur, Mangalore	2017-19
SSLC Vishwamangala English Medium High School, Konaje, Mangalore	2017

## SKILLS AND LANGUAGES

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|------------------------|-----------|
| • Leadership Skills    | • Kannada |
| • Communication Skills | • English |
| • Presentation Skills  | • Hindi   |
| • Team Leading         | • Tulu    |
| • Management Skills    |           |

## WORK EXPERIENCE

Sarvajana Enterprises (H.A. of Esdee Paints Ltd.)

2021 Dec-2023 Jan

As a Sales Officer, I was responsible for maintaining strong customer relationships, ensuring timely product delivery, efficiently managing order receiving and fulfillment, and conducting thorough item checks to maintain quality standards.

## INTERNSHIP

New Mangalore Port Authority

I worked on improving vessel turnaround time to enhance port efficiency and financial performance. Collaborating with the Traffic and Finance Departments, I gathered primary data through interviews and administrative reports, focusing on key factors such as berthing delays, idle time, and crane productivity. Using predictive analytics, I developed strategies to optimize berth allocation and reduce operational costs. My contributions highlighted the direct relationship between efficient turnaround times and port profitability, demonstrating the importance of streamlined operations in improving customer satisfaction and attracting investments.

### **Kanchana Honda**

During my internship at Kanchana Honda, I interacted with customers to explain various products and their specifications, ensuring clear communication and support. I engaged with two-wheeler owners to collect their experiences, address complaints, and collect valuable feedback, improving my skills in customer relations and data collection to improve service.

### **New Mangalore Port Trust**

During my internship at NMPT, under the guidance of the Assistant Traffic Manager, I conducted site visits, warehouse inspections, and berth visits to gain practical insights into port operations. My responsibilities included visiting various departments to gather detailed information on the processes involved in the loading and unloading of cargos, enhancing my understanding of logistics and supply chain management in a port environment.

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## **ACHIEVEMENTS**

- Won First place in "Spark Tank" Event
  - Participated in International conference on "New Age Marketing".
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