: SHANMUGASUNDARAM R

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Career Objectives:

A fresh graduate with an MBA degree specialized in FINANCE seeking a suitable job position at a reputed organization to implement my advanced communication skills, organizational skills in-addition with advanced-level negotiation skills to drive more leads and expand the reach of the company at the timeline allotted.

Academic Credentials:

- Pursuing Post Graduation in MBA FINANCE (ISSM Business School/2022-2024/)
- Under Graduation in B.COM GENERAL (SRM UNVERSITY/2019-2022/)
- HSLC (DR. Vimala Convert Matric.Hr. Sec.School/2019/63.67%)
- SSLC (DR. Vimala Convert Matric.Hr. Sec.School/2017/78%)

Internship Experience:

1. TVS Emeral June 2023-September 2023(Sales & Marketing Intern)
   - Cold calling
   - Handled Face-to-Face sales
   - Handling B2B, B2C
   - Converted leads to prospects
   - Project presentation to B2B, B2C

2. Haldiram Foods International Pvt. Ltd (October 2023)
   - Direct sales executive
   - Handling B2B
   - Product Explanation
   - Building Relationship with Firm, Wholesalers, Retailors

Technical Skills

- Six sigma
- Project management
- PGPM
- Marketing tools
- Microsoft office
- Digital Marketing
- Tally erp9

Effective Skills:

- Strategic Planning
- Leadership
- Flexibility
- Team Work
- Trustworthy
- Organizational Skills

Projects and Presentations:

- **Name of the Project:** AIMS
  Description: Trained over 1500 UG Students on "How to crack their first interview"
  Year: 2023
- **Name of the Project:** Industry Analysis
  Description: Analysis the company form AGM report and Presentation in General management, HR, Finance, Marketing department
  Tear: 2023

Membership & Leadership:

- **Name of the Club:** Ministry of ISSM
  Role Performed: Monarch of ISSM
  Year: 2023 – Present

- **Name of the Club:** Madras Management Association
  Role Performed: Attended Multiple Events and Interacted with people from various industries
  Year: 2023 – Present

Languages Known:

- Tamil - Advance
- English - Advance