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**Career Objective:**

Obtain a position in a people-oriented organization where I can maximize my marketing and customer-service experience in a challenging environment to achieve the corporate goals.

**Skills:**

Hard skills: Merchandising, branding, advertising, designing and marketing promotional items.

Soft skills: Versatile, good communicator, self driven, innovative, hard-working, can lead and follow.

**Work Experience:**

(3 years of experience in Corporate Gifting and a total of 5 years of experience in Sales & Marketing)

Shubhkamnaye (Manager: Sales & Marketing)

From February 2014 to Present

Just Go Zing, PUNE (Manager: Sales)

From September 2012 – February 2014

Europa Locks, PUNE (Business Development Manager)

From March 2010 – August 2012

**Job Profile**

**Shubhkamnaye**

- Supervise work of employees and conduct performance evaluation.
- Setting work standards for customer satisfaction.
- Handle customer complaint cases and rectify them appropriately.
- Dedicated towards growth of business and committed towards success.

## **Just Go Zing**

- Strategic consulting, including business plan & sales strategy development.
- Brand development and growth through statistic systems.
- Establishing selling prices by monitoring costs, competition, supply and demand.
- Maintaining sales staff job results by counseling and disciplining employees; planning, monitoring, and appraising job results.
- Contribute to team effort by accomplishing related results as needed.

## **Europa locks**

- Increase counters by giving presentation to clients (Builders, Architects, Interior designers and Hardware shop owners)
- Product upgradation according to customer requirements
- Develop Business through lead generation
- Cater to the width of Distribution of Pune market
- Maintain records, data and cheque handling

## **Achievements:**

- Successfully completed 'Wealth Planning and Investment Portfolio Handling in Equity Markets' from TATA AIG, Pune. (Duration - 4 months)
- Won the 'Highest performer' in the first month of my internship in DBS Cholamandalam, achieved business more than 3 times my target.
- Winner of Debate competition for Euthanasia, India
- Volunteered various PETA activities
- Have been an active member of Yi committee (NGO), Pune
- Have conducted various workshops in VKE school, Pune
- Have participated in activities conducted by Citadel committee and won the first prize for 3 consecutive years

<b>Academic Qualification: Level / Degree</b>	<b>Board University</b>	<b>Class achieved</b>	<b>Year of completion</b>
PGDM ( Marketing )	TASMAC, Pune (University of Wales, UK)	First Class	2011
Bachelors in Computer Applications (IT)	University of Pune	Second class	2010
HSC	Maharashtra Board	Second class	2007
SSC	Maharashtra Board	First class	2005

Place: Pune

Date:

Signature