






ADARS ROUT

CONTACT

-  Qr No:- B/56 Sector 3 Rourkela, Odisha 769002
-  +917978262512
-  adars.rout@capstonegroup.in

SKILLS

- Keen knowledge about MSME
- Keen Knowledge of Banking sales and Debt Funding
- Keen Knowledge of Advanced EXCEL, PowerPoint, Word & other Microsoft oriented applications
- Keen Knowledge about Marketing
- Keen Knowledge of both B2B & B2C costumer approach & retention

ADDITIONAL INFORMATION

- I have completed some amazing projects in Graduation & Post Graduation
- Also have worked with NGO in Post Graduation (Marketing)
- I have also worked with TATA Steel as a Marketing Intern
- I have done Capstone Project in P.G.D.M Marketing

LANGUAGES

English: C1

Advanced

Hindi: C2

Proficient

SUMMARY

- Motivated and self-starting sales assistant with strong skills in problem solving, negotiation, persuasion, and collaboration.
- Effective leadership capabilities with experience in mentoring sales teams and implementing cost-effective solutions.
- Highly motivated sales professional seeking a full-time sales representative position with (CAPSTONE CORPORATE ADVISORS) Company, where I can demonstrate my strong customer service and negotiation skills
- Organised office team member trained in word processing, records management and call handling. Helps staff manage continuous workloads at high tempo using good organisational and multitasking abilities.
- Reliable in assisting with daily needs and special projects.

EXPERIENCE

Business Associate (Banking Sales), 08/2023 - 03/2024
CAPSTONE CORPORATE ADVISORS

- Maintained outstanding customer relationships by providing excellent support and solving queries both over the phone and in person.
- Created performance reports on sales, customers, purchases awareness and other growth metrics to identify targets met and set new goals for extended growth.
- Attended marketing and sales meetings to motivate staff, identify challenges and align targeted goals.
- Nurtured and managed high-profile clients effectively, maximizing profit potential through continued customer loyalty.
- Evaluated existing accounts to engage customers and generate sales leads to maintain client retention.

EDUCATION

P.G.D.M: Marketing, 04/2023
Institute of Technology & Management - Kharghar, Navi Mumbai

B.Tech: Electrical & Electronics Engineering, 04/2020
Institute of Technical Education & Research Centre - SOA University, Bhubaneswar

HOBBIES AND INTERESTS

- Travelling & Exploring at new Place
- Observing people to learn something new as of Marketing
- Watching motivational videos of entrepreneur
- Physical workout on daily basis