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| **NIKHIL JAYANT KULKARNI** |  |

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**ABOUT ME** 

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|  |  | |  |  | | --- | --- | |  | **1.11 Years’ Experience**  **BHARTI AIRTEL LIMITED**  **BENGALURU, KARNATAKA**  **+919108482605**  **njkulkarni1992@gmail.com** | |

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**OBJECTIVE**

**Managerial position in sales or business development wherein education, experience and skills can be efficiently utilized to increased sales volume and profitability of the organization**

**EDUCATION** 

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| **Course** | **Specialization** | **Institute** | **Pass out** | **Percentage** |
| MBA | Marketing & HR | Jain College of Engineering, Belgaum | 2016 | 60 |
| BSc | Statistics | Willingdon College, Sangli | 2013 | 54.16 |

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**CERTIFICATIONS**

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| **Certification** | **Institute** | **Completed** |
| Marketing Management | Indian Institute of Management, Bangalore | 2017 |
| Retail Training Program | Centum Learning associated with NSDC | 2017 |
| MS Excel 2010 | LYTIC | 2014 |

**PROFESSIONAL EXPERIENCE** 

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|  | |  | | --- | | **Designation: Store Manager**  **Date of Joining:16th August 2016 – Present**  Report directly to the Zonal Sales Manager regarding monthly sales growth. Organised and managed the sales team to achieve the required sales target.  \* Analysed competitive products in terms of reliability and features.  \* Trained the team and ensured that expected target was achieved month on month.  \* Managing more than ten accounts to drive B2B and B2C sales.  \* Continuous focus is giving for customer satisfaction and customer delight |  |  | | --- | |  | |

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**KEY SKILLS **

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|  | * Lead Generation * Judgement and Decision making * Market Research * Objection handling * Good knowledge of product with reference to telecom industry * Sales Strategy * Marketing Communication * Team Building |

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**COMPUTER PROFECIANCY** 

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|  | **\* SPSS ( STASTISTICAL PACKAGES FOR SOCIAL SCIENCE)**    **\* MS OFFICE** |
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**ACHIEVEMENT AND AWARDS**  

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**Workplace**

* Best Manager Award for highest Postpaid Sales in the month of Aug 2017, recognized by Retail Head, Bharti Airtel Limited.

**Sports**

* Winner for Tehsil Level Shuttle Badminton Competition in 2006
* Runner up for District Level Shuttle Badminton Competition in 200

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**RESEARCH WORK** Image result for microscope

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1. **July 2017, International Conference on Entrepreneurship and Management 2017,**  
   **Paper Title:** “The study on consumer buying at super market in Belgaum city- Undertaken at Big Bazaar, Belgaum Unit” at Aditya Global Business School, Surampalem, Andhra Pradesh.
2. **June 2016,International Conference, University of Mysore, Mysore**

**Paper Title:** “Consumer Buying Process of Samruddhi Industries unbreakable plastic products in Sangli city**”, published in Advances in Collaborative Research Volume I, Published by Create Space, United State of America ( ISSN No: 978-1534689640, Page No. 225)**

1. **October 2015**, **International Conference at ANNA UNIVERSITY (BIT CAMPUS), TIRUCHIRAPALLI**

**Paper Title:** “Luxury Consumption in India: Connecting consumer perception of luxury fashion brands and purchase intension.” published in Innovation Management: A Research Approach**. (ISSN: 978-93-80509-747, Page No. 130-145)**

1. **September 2015, International Conference held at St. Joseph College, Bangalore**

**Paper Title:** “Factor affecting consumer perception about Organic food”

1. **April 2015,” in International Conference on Unleashing Opportunities at Bottom of the Pyramid at ANNAMALAI UNIVERSITY, TAMILNADU.**

**Paper Tite:** “Consumer Behavior towards Online Shopping in Sangli City Published in Sankhya International Journal of Management & Technology during April 2015, published by SELP Publication, Trichy **(ISSN: 0975-3915, Page No 177-182).**

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**CURRICULAM ACTIVITY** 

**NCC**

* **Passed NCC ‘A’ examination**
* Attended various **CATC camps of NCC**
* Attended First Level **RD camp of NCC at Belagavi**

**Workshops**

* Participated in **Innovative for Startup** guided by **Mr. Kiran Karnik (Central Board of Director RBI, Ex MD of Discovery Channel, Ex-President of NASSCOM)** organized by **NSRCEL, Indian Institute of Bangalore**, on 5th June 2017.
* Participated in **National Level Faculty Development Program on “Funding Agencies Research Grant and Proposal writing**” organized by SJCC Research Center at **St. Joseph’s College of Commerce, Bangalore on 20th December 2016.**
* Participated in **One Day Workshop on Personality Development at Willingdon College Sangli on 3rd March 2011 under UGC scheme**

**Cultural**

* Passed **PRATHAMA (TABALA Instrument) examination conducted by GANDHARVA MAHAVIDYALAYA, Mumbai, on 15th June 2005**
* Participated in **Visveswarayya Technological University youth festival in “Mime show” event, held on 28th March 2015-01st April 2015 at VTU, Belagavi.**

**LANGAUGES**  

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| **LANGAUGES** | **READ** | **SPEAK** | **WRITE** |
| English |  |  |  |
| Marathi |  |  |  |
| Hindi |  |  |  |
| Kannada |  |  |  |

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|  | **PERSONAL INFORMATION** Image result for personal   |  | | --- | |  |   Father Name: Mr Jayant Kulkarni  Mother Name: Mrs Meghana Kulkarni  Date of Birth: 20th July 1992  Marital Status: Single  Nationality: Indian  **Declaration**  I, Nikhil Kulkarni, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.  Place: Bengaluru (Nikhil Kulkarni) |