

AKASH A. JOSHI

E-Mail: akashtej24@gmail.com

Mobile No.: 09673687868

Aspiring to pursue career enhancement opportunities in Sales & Marketing / Business Development.

- A professional with 7 Years **of rich experience** in the field of Sales & Marketing, Business Development and Customer Relationship Management.
- **Currently associated with ORB Energy Pvt Ltd at Pune (From March 2015.) as a Project Manager –Maharashtra.**
- **Before was with Aditi Solar Pvt Ltd (for 1 year: March 14 to March 15) as a Branch Manager –Pune .Earlier was with Waaree Energies Ltd., Pune (For 2 years: March 12 to March 14.) as Sales Executive- (Special Achievement: Rewarded as a star performer at the end of financial year 2012-13 by company.)**
- **Previously was with Gofrugal Technologies Pvt Ltd ,Mumbai for 1 year: March 11 to March 12 as a management Trainee – Sales.**

PROFESSIONAL SYNOPSIS

ACDEmia

MBA from MIT College of Management, Pune (Punjab Technical University) in 2011 with 61 % marks.

PGP in Agro and Food Business Management (Marketing) from MIT College of Management, Pune. in 2011 with 65.92% marks.

B.Sc. (Horticulture) from COH, Shahada (M.P.K.V. Rahuri University) in 2009 with 79.50% marks.

12th from Sadguru Shree Gangagiri Maharaj College, Kopargaon. in 2005 with 56.83% marks.

10th from New English school Chas, with 82.93% marks.

Other Credentials:

- MS-CIT from NIIT, Shahada, District-Nandurbar. with 86% marks.

EXPERIENCE DETAILS

Since March 2015 with Orb Energy Pvt Ltd , Pune as a PV Project Manager .

Roles and Responsibilities:

- Lead generation to closure of deals for **solar PV projects** .
- Handled the Customer Relationship Management.
- Creating new association in form of channel partners ,Franchises, dealers.
- Monitored the execution of support team and competitor analysis.(SWOT)
- Provided strategic suggestion to Admin.
- Preparation of project reports ,agreements , tenders & government liaisoning related activities.
- Crack big project deals .
- Presentations of projects, technical details ,**tax benefits** ,payback etc.
- Use of social media .

Since March 2014 with Aditi Solar Private Limited, Pune as a Branch Manager - Maharashtra.

Roles and Responsibilities:

- Creating new association in form of channel partners ,system integrators dealers.

- Appoint Dealers for Solar Water Pumps .
- Lead generation to closure of deals for solar projects .
- Stock Management (Godown is in Pune.) / Dispatch Management.
- Branch legal issues Management.
- Customer Relationship Management.
- Monitored the execution of support team and competitor analysis.(SWOT)
- Provided strategic suggestion to Admin.
- Preparation of project reports, agreements, tenders & government lassoing related activities.
- Crack big project deals.
- Presentations of projects, technical details, tax benefits, payback etc.

Since Feb' 2012 with Waaree Energies Limited, Pune as Sales Executive.

Roles and Responsibilities:

- Lead generation to closure of deals for solar projects & Products.
- Handled the Customer Relationship Management.
- Creating new association in form of channel partners ,system integrators dealers.
- Monitored the execution of support team and competitor analysis.(SWOT)
- Provided strategic suggestion to Admin.
- Preparation of project reports ,agreements , tenders & government lassoing related activities.
- Crack big project deals .
- Presentations of projects, technical details ,tax benefits ,payback etc.
- Use of social media .

Since Jan' 2011 with Gofrugal Technologies Private Limited, Mumbai as Management Trainee-Sales

Roles and Responsibilities:

- Generated leads through cold /tele calling and conducted product demonstration (ERP,CRM solution on Laptop as well as online.
- Handled the Customer Relationship Management.
- Conducted Product Installation and Training and assigning the order and next support to support engineer.
- Monitored the execution of support team and competitor analysis.(SWOT)
- Provided strategic suggestion to Admin.
- Prepared online reports of the execution.

SUMMER INTERNSHIP

Organisation: Deepak Fertilizers and Petrochemicals, Nipad

Duration: 2 Months

Project Title: Awareness and Acceptance Level of Mahadhan Kranti

Description:

- Conducted market survey and prepared a questioner which was related to product and opinion of farmers about Kranti as well as its competitor.
- Interpreted that 39% people aware about Kranti and only 16% actually use it.

Project Title: Rural Horticultural work experience.

Duration: 6 Months

Location: Dhamanar,Taluka -Sakri ,Dist-Dhule.

Duration: 6 months.

- Conduct their various promotional activity which promote farmers to grow more and more horticultural crops.
- Created awareness among the farmers and evaluated new information/ invention related to Agriculture.etc.

Description:

- The internship was undertaken with a focus on the industrial aspects of Rural Horticulture.

TRAINING UNDERTAKEN

- Proficiently completed a 5 day:
 - Training Schedule for gaining in depth knowledge about Preparation of Processed Food Products.
 - Management Trainee Programme in Big Bazaar, Pune(Future Group & Pantaloon Pvt. Ltd., India).

IT FORTE

→ Well versed with MS – Office.

ACCOLADES

- Recognised for being the Best Anchor and awarded for the same in college.
- Won the Debit Competition twice during graduation.
- Titled as the Best Corporate Person for the corporate competitions conducted in MITCOM, Pune in 2010.
- Won the Advertise & Collage Competition in MITCOM, Pune in the year 2010.
- Actively participated in the NSS Camp.
- Took up the social initiative and actively involved in the Blood Donation Camp.
- Served as the Member of Agro Club in MITCOM, Pune.

PERSONAL DOSSIER

Languages Known: English, Hindi and Marathi
Date of Birth: 30th Aug' 1987
Permanent Address: C/o Akash Joshi, Chas Nail, Tal. Kopargaon,
District A. Nagar,(Ahemadnagar) PIN: 423604. Maharashtra.