



Kapil Deo Singh Kushawaha

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Seeking entry level positions with a growth-oriented organization in the areas of:

- **Marketing**
- **Sales**

PROFESSIONAL PROFILE

Budding professional with a **Post Graduate Diploma in Management** from MIT-school of business, Pune. Motivated, with a passion to succeed and desire to excel in areas of Marketing. Completed internship at **BANARAS BEADS LIMITED VARANSHI (Duration: 8 weeks)** as part of PGDM curriculum.

ACADEMICS

- ➔ **PGDM (Marketing)** from MIT-school of business, Pune.
- ➔ **BSC IT (COMPUTER SCIENCE)** from SIKKIM MANIPAL UNIVERSITY (SMU).
- ➔ **Class 12th (Science stream)**, UP.BOARD ALLAHABAD
- ➔ **Class 10th (Science stream)**, UP.BOARD ALLAHABAD

INTERNSHIP and PROJECTS

- ➔ Worked as a management trainee with at **BANARAS BEADS LIMITED, VARANSHI (Duration: 8 weeks)** and undertook a project on **“EXPORT SALES & DISTRIBUTION CHANNEL**

➔ Project Discription –

This project is on Export sales and Distribution Channel and Documentation. How the sales and distribution channels done in company and deciding in pricing and how the payment is done overseas market.

Banaras Beads Limited manufacture and Export and Glass Beads, imitation Jewellery and other similar product.

EXPERIENCE

- ➔ **Till working** Youth Icon Manpower Solution and Designation of BDM post.
- ➔ **TOTAL EXPERIENCE-** 1 Year 3 months

Job profile- As a BDM post I have coordinate with the company clients and also I have looking in to the reporting activity in witch i am dealing with the upwards reporting and downwards reporting both. I have also handled the payment by the customers.

- **Prospect for potential new clients and turn this into increased business.**
- **Identify potential client, and decision marketing within the client organization.**
- **Meet potential client by growing maintaining your network.**
- **Research and build relationship with new customer or clients.**
- **Identify the opportunity for the company services.**
- **Work with team within the organization to develop the business and speak to the clients need.**

COMPUTER SKILLS

- ➔ Knowledge of 'Microsoft Office' viz. MS Word, MS PowerPoint, MS Excel and Internet Applications
- ➔ Certificate of participation of **MIT SCHOOL OF BUSINESS** has been participated in the “**Business Communication Skill Workshop**”.

EXTRA CURRICULAR ACTIVITIES

- Worked as volunteer in **Bhartiya Chatra Sansad**. Social 2nd Student Leadership Parliament

PERSONAL DETAILS

- ➔ **Date of Birth** : 10TH APRIL 1989
- ➔ **Marital Status** : single
- ➔ **Permanent Address**
(Hometown) : H.NO.24TOWN-SAIDPUR,GHAGIPUR ,PIN CODE-233306 UP
- ➔ **Languages Known** : English, Hindi

DECLARATION

I hereby certify that the information given in my Curriculum Vitae is correct and complete to the best of my knowledge.

KAPIL DEO SINGH KUSHAWAHA