### **AKSHAY ANKUSH CHALKE**

# F-WING 101, VASTU SHRUSTI LODHA HERITAGE, NEAR DESLEPADA , DOMBIVLI (EAST) 421204. **Mobile:**+918097817638

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Acquire challenging position in an organization that helps in utilizing and improving my skills and become a proud member of the team bringing success and progress to the organization.

#### **EDUCATION**

Degree	Year	Institute	Major and Specialization	Percentage
BMS	2016	Mumbai University	Management	72%
HSC	2012	M.D. college.	Commerce	48%
SSC	2010	N.R.C School.		67%

# **Academic and Other Projects:-**

# Project1:-Participation in Research Surveys for the industries products.

Project	Marketing research project	
Title		
Period	June 2015- April 2016	
Description	To study the inventory management and warehouse system of	
	Fitzer Instrument Company (India).	

#### **ORGANISATIONAL SCAN**

### MAY 2014-2015

# M/s. Fitzer Instruments Co.(India)( Sales Executive)

# Job responsibilities

- Product Handled: Pressure ,Temperature , Level, Flow meter
- Co-ordinating with the Managers regarding the Sales targets.
- Achieving the monthly targets
- Making Daily Sales report and reporting to manager.

# M/s. Fitzer Instruments Co.(India)(Sr.Sales Executive)

### Job responsibilities

- Co-ordinating with the Managers regarding the Sales targets.
- Product Handled: Pressure ,Temperature , Level, Flow meter
- Participated in the VCCI EXIBITION 2015.
- Participated in the Chemtech EXIBITION 2015.
- Guide the customers about the instrument specifications by understanding their need.
- Achieving the monthly targets
- Understanding the business requirements for service business.
- Preparing individual process scripts against each object/customization.
- Production planning, Scheduling as per the market demand for entire month.
- Making Daily Sales report and reporting to manager.

### JAN 2017- Till date

# M/s. Fitzer Instruments Co.(India)(B.D.MANAGER)

### Job responsibilities

- Co-ordinating with the Managers regarding the Sales targets.
- Product Handled: Pressure ,Temperature , Level, Flow meter
- Participated in the VCCI EXIBITION 2017.
- Participated in the AIA EXIBITION 2017.
- Guide the customers about the instrument specifications by understanding their need.
- Achieving the monthly targets
- Understanding the business requirements for service business.
- Preparing individual process scripts against each object/customization.
- Production planning, Scheduling as per the market demand for entire month.
- Making Daily Sales report and reporting to manager.
- Working with business requirements for service business.

# **ACHIEVEMENTS/TRAININGS:**

- Successfully Completed The Entry Level Training Program For Business Analyst Conducted At M/S. Fitzer Instruments Co.(India).
- Marketing Research Project.
- Marketing Seminar.
- Bank Of Baroda Seminar
- Leadership Trainings.
- Participated in the CHEMTECH EXIBITION 2015 AND VCCI EXIBITION 2015.
- Participated in the VCCI EXIBITION 2017 AND AIA EXIBITION 2017.

# **STRENGTHS:**

- Self Confidence
- Zeal to accept challenging work, Dedication towards work.
- My loyalty and ability to work hard.
- Optimistic person to do assignments.
- Positive attitude

Software Skills: Comprehensive Exposure to MS Word, MS Excel, PowerPoint.

#### **BASIC INFORMATION:**

Date of birth : 11-AUG-1995

Nationality : Indian

Marital Status : Un- married

Language : English, Hindi And Marathi: Read/Write/Speak