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**AMOL MAKARDHWAJ KAKDE**

Email Id: amolnath.kakde@gmail.com

Contact No:+919623337703

**Career Objective**

To take a challenging position in an organization where my technical & analytical skill would be applied for the growth of organization.

Dynamic Marketing Professional with MBA – Marketing - seeking an opportunity with the Marketing and Sales department of an established growth of organization.

**Professional Experience**

* Name of the Organization: PHI Learning Pvt. Ltd.
* Industry Type: Media Industry (Print).
* Working Sales Executive since 21st July 2014.
* Designation : Sales Executive
* Job duties and responsibilities:

Channel Sales:

* Professional Marketing of educational products.
* Handling distributors, retailers, suppliers.
* Periodical checking of displays at retail counters & maintain product visibility.
* Collect orders and payments on time, resolve distributor’s issues.
* Arrange dealers & distributers meet on regular basis & give presentation of products.
* Developing & sustaining long-term relationship with channel partners.

Institutional Sales:

* Professional Marketing of educational products.
* Introduce company products to clients through presentations at clients place (computer Institutes, colleges, placement institutes, competitive exam centers, training & development centers etc).
* Educating customers about products and services by using promotional materials like sales manual page & product manual page.
* Maintain structured database records and undertake regular follow-ups with prospects.
* Effective communication of lead reports and action items to internal teams.
* Developing & sustaining long-term customer relationship.

**Educational Qualifications**

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| --- | --- | --- | --- |
| **Examination** | **Year** | **University/Board** | **Percent** |
| Masters of Management Studies  Specialization: marketing | 2014 | Mumbai University | 62.00 |
| B.Sc.(computer science) | 2011 | Dr. B.A.M.U Aurangabad | 61.14 |
| H.S.C. | 2008 | H.S.C. Aurangabad Divisional Board | 72.00 |
| S.S.C | 2006 | S.S.C. Aurangabad Divisional Board | 62.00 |

**Summer Internship Projects**

Mahanand Dairy(MRSDMM) Goregaon, Mumbai

Project Détails: “Sales and Promotion of Tetra Fino Wholesome Milk in Mumbai City”

Achievements:Increased Sales of Tetra Fino Wholesome Milk packs

Duration : 2 Month

**Winter Internship**

NGO : Satya Anand Mission

Work Structure:

We were doing Family Financial Planning (FFP) by collecting data from Individuals and understand problem relating with People.

**Extra Curricular Activities**

Participated in various cultural activities

I was the active member of Event organizing committee in the College

Big Bazaar with “Big Day” undertaken a 6 day project

**Computer Skills**

Operating system: windows XP, UNIX.

Languages: C, C++.

Course: MS-CIT, MS Excel.

**Hobbies and Interests**

Reading News Papers, Surfing on the Internet, Passion towards learning new things, Playing Cricket

**Personal Details**

Date of Birth: 10/08/1990

Gender: Male  
Languages Known: Marathi, Hindi, English   
Address: B2/B22, Room No. 14, Sec-16

Vashi, Navi Mumbai, Pin No. 400703