

# YASH KELKAR

## ABOUT ME

My goal is to be associated with an organization where I can enhance my skills as an aspiring marketing and sales professional and to make the best use of my qualifications and experience in product marketing, direct sales, exports and customer service relations derived from my job roles and additional certification courses

## CONTACT

Phone  
+447470931668

Email  
[kelkaryash23@gmail.com](mailto:kelkaryash23@gmail.com)

LinkedIn:  
[www.linkedin.com/in/yashkelkar23](https://www.linkedin.com/in/yashkelkar23)

Address:  
15 Crossways, Shenfield,  
Brentwood- CM15 8QX

## SPORTS AND EXTRA CURRICULARS

- Participated in swimming meets at District Level and State level bagging accolades at the District Level.
- First Team player for Glasgow Saints FC (April 2021- February 2022)
- Worked as a General Body Member and volunteered for several charity events such as Street Feet Fiesta and Dance Rotaract Dance as the Marketing and Media PR Head.
- Headed the Marketing and Media PR team for the management departments corporate fest 'SHARPSHOOTERS'.

## EDUCATION

**MSc Marketing | Glasgow Caledonian University (January 2021- May 2022)**

**Bachelor of Management Studies | SIES (Nerul) College of Arts, Science and Commerce (2017 – 2020) - 8.59 CGPA**

**Higher Secondary | North Point School, Koparkhairane (2017)**  
Completed my ISC with following percentage: 91.2%

**Secondary | St. Mary's ICSE School, Koparkhairane (2015)**  
Completed my ICSE with following percentage: 93.6%

## WORK EXPERIENCE

**Marketing Intern | Eximious Ventures Pvt. Ltd. (June 2018 – December 2018)**

I worked as a Marketing Intern in this company and my role here was to work closely with the customers of the company, conduct sales surveys and take follow up feedback reviews. I worked under the supervision of the company's marketing team with a product specific marketing approach

**Export Sales Executive | Agarwal Herbal Products (April 2020 – March 2021)**

During my time at this company, I worked in the export marketing and my job profile included bringing in new orders, identifying potential markets overseas, liaising with new clients by handling all incoming product enquiries and working under the guidance of the export documentations team.

**Customer Care Steward | GIG (October 2021 – September 2022)**

I worked part-time as a Customer Care Steward providing security and customer service at Celtic Park, Ibrox Stadium, Fir Park Stadium, St Mirren Park and Hampden Park for various Scottish top flight premiership games, Scottish Cup semi-finals and final, UEFA Europa, UEFA Champions League and Scotland international fixtures.

**Alarm Response Operator | SPS Doorguard Limited (June 2022 – August 2022)**

SPS Doorguard Limited is one of the UK's largest privately-owned Property services company which specializes in Vacant Property Security, Estate Management, Environmental Service and Call Handling Services. I worked as an Alarm Response Operative delivering clients with void property management inspection services and general maintenance requirements

## SKILLS

- Excellent communication and interpersonal skills.
- Problem solver and Self Motivated Person
- Creative and able to think outside the box.
- Adept at planning, strategizing and achieving long term goals.
- Quick Learner and Result Oriented
- Software Skills: -Microsoft Office – Word, Power Point, Excel
- Languages – English, Hindi, Marathi (extremely proficient)
- German – A2 level proficiency

## REFERENCES

### **Charuchandra Dewasthale** **Eximious Ventures Pvt. Ltd.**

Director

Email - [info@evpl.co.in](mailto:info@evpl.co.in)

Phone – +918080365247

### **Asha Agarwal** **Stelanore Global Ventures**

Director

Email – [asha@stelanore.com](mailto:asha@stelanore.com)

Phone - +919867624097

### **Swapnil Gurung** **Informa Connect**

Head of Sales

Email –

[swapnil.gurung@informa.com](mailto:swapnil.gurung@informa.com)

Phone - +447446824259

### **Social Media and Digital Marketing Intern (Remote) | Stelanore Global Ventures (August 2022 – present)**

Remote working from London for a new skincare brand 'Stelanore' yet to launched in India. My learning profile as an intern includes content writing, social media management and product promotion campaigns for Instagram and LinkedIn. I am working strongly on expanding my skill sets and training portfolio as I am pursuing digital marketing certification courses simultaneously.

### **Associate Delegate Relations Manager | Informa (November 2022 – present)**

Working primarily within the global finance sector, my role is to build closer relationships with our network of delegates from across the world who attend our conferences. Whether it is for networking purposes, content, knowledge or to simply stay updated with the rapidly moving industry, our conferences with a largely finance centric focus offer the best solutions and business intelligence to excel within the fintech and equity market.

## PROJECTS

Attitudes and behaviours of sustainably conscious customers towards the fast fashion industry: A case study on Primark | **Glasgow Caledonian University (January 2022 – April 2022)**

Empirical study of impact of social media marketing on sports industry | **University of Mumbai (January 2020 – March 2020)**

## CERTIFICATIONS AND COURSES

- **Google Analytics 4** | Google Skillshop
- **Fundamentals of Digital Marketing** | Google Digital Garage
- **Goethe-Zertifikat A1** | Goethe Institut e.V.
- **Social Media Strategy and Optimisation** | LinkedIn
- **Content Creation: Strategy and Tools** | LinkedIn
- **Advanced Lead Generation** | LinkedIn
- **Sales: Selling Financial Products and Services** | LinkedIn
- **Sales Operations** | LinkedIn
- **Sales Negotiation** | LinkedIn
- **Sales Forecasting** | LinkedIn
- **Sales Fundamentals** | LinkedIn
- **Sales Skills: Identifying Buying Signals** | LinkedIn
- **Sales Closing Strategies** | LinkedIn
- **Sales Strategy: Qualifying Opportunities** | LinkedIn
- **Sales Strategies and Approaches in a New World of Selling** | LinkedIn
- **Hubspot Sales** | Hubspot Academy