



# ASHUTOSH TANDON

A focused & goal oriented professional seeking employment that allows me to grow professionally, while being able to utilize my skills, competency, capabilities and education to the fullest and to learn and grow as a professional and an individual along with the betterment of the organization with the best use of my dedication, determination and resourcefulness.

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## Knowledge Purview

**Principal Of Marketing**

**Research Methods Of Management**

**Fundamentals Of Human Resource Management**

**Managing Personal Finance**

**Operational Research**

**Team Engagement**

## Profile Summary

- A dynamic and highly motivated individual with 2.5+ years of experience into Sales, Marketing & Operational Domain.
- Proven record of optimization of leads and contribution to the overall growth. Specializes in inbound strategies, Well- networked, enthusiastic team player.
- My skills include assessing prospects, making most of the available options, and closing a profitable deal. I also used to take on follow-up roles as and when required.
- Well-versed with **academic concepts & their applicability** in practical world including sales and marketing area that further includes B2B and B2C sales.
- Proper understanding of **sales tools** such as Sales Force Client Relationship Management (CRM) and Lead Squared which includes CRM & Sales Execution Automation.
- **Voluntary Assignment:** Worked on "GOONJ...A voice, an effort" NGO in 2021; experiencing several awareness drives to donate clothes to orphans, disaster relief work done by them, humanitarian aid and community development.

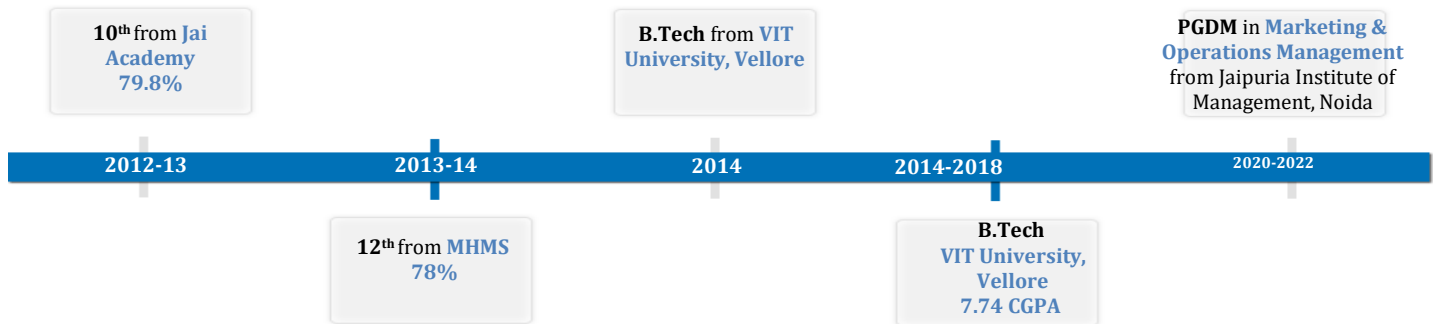
## Academic Achievements

- Certificate Course of UNSW Educational Assessment- 2008.
- The Green Olympiad 2012 Participant.
- UNSW Global International Educational Assessment 2009 Candidate.
- MHMUN-Mahatma Hansraj Model United Nations Participant as a Delegate of Chile -2012.
- SmartAgro System Using Wireless Sensor Networks [Ema T Tech Journal's Editorial Manager, Journal Of Engineering Science And Technology] - Published Article – 2018.
- Research Paper (Smart Agro System Using Wireless Sensor Networks) – 2018.

## Certifications

- **Change Management** by iJaipuria in Apr'2021
- **Delegation and Empowerment** by iJaipuria in Apr'2021
- **Leadership – Transforming Self** by iJaipuria in Apr'2021
- **Leadership Building Business Acumen** by iJaipuria in Oct'2020
- **Vision and Strategic Orientation** by iJaipuria in Jun'2021
- **Creativity & Innovation** by iJaipuria in Jun'2021
- **Entrepreneurship & Risk Taking** by iJaipuria in Jun'2021
- **Responsible Sustainable Leadership** by iJaipuria in Jun'2021
- **Planning & Decision Making** by iJaipuria in Jun'2021
- **Problem Solving** by iJaipuria in Jun'2021
- **Building High Performing Team** by iJaipuria in Jun'2021
- **Result Orientation** by iJaipuria in Jun'2021

## Education Timeline



## Work Experience

<b>Organization:</b>	Eureka Forbes Pvt Ltd.	May'22 – Dec'22
<b>Role:</b>	Area Head– Service Operations & Marketing	
<b>Responsibility:</b>	Main task was to handle a team of 50+ employees which includes Area Head, Business Partners, Leaders, Technicians and Business Partner (CRO's). Manage every hierarchy in order to fulfill desired KPI's and budget within the deadlines and to observe and analyze process of SCM.	
<b>Learning:</b>	Firstly, to analyze and observe the process of SCM, Working on Non Performing Business Partners and getting their budget and KPI's achieved within TAT. My working KRA's includes requested service request to be closed in desired TAT (24 to 48 hours), Monthly budget to be achieved timely, coordinating with warehouse team in order to get the supplied spare parts on time.	
<b>Organization:</b>	IncRevenue (Advertising Service Firm)	Nov'19 – Jun'20
<b>Role:</b>	Client Relationship Manager (CRM)	
<b>Responsibility:</b>	Includes dealing with national clients for business and ensuring that the ongoing campaigns are well delivered from our end.	
<b>Learning:</b>	To filter out new clients after cold calling, understanding the advertisement market segment, to close the potential clients.	
<b>Organization:</b>	Accenture Services Pvt Ltd.	Apr'19 – Sep'19
<b>Role:</b>	Application Development Associate	
<b>Responsibility:</b>	Includes training and implementation in various related domain projects.	
<b>Learning:</b>	Gained exposure to technical & testing domains. Learnt about Java & C language concepts.	
<b>Organization:</b>	BYJU'S – The Learning App	Nov'18 – Mar'19
<b>Role:</b>	Business Development Associate	
<b>Responsibility:</b>	Includes direct sales i.e. B2C, Field work respective of fixing appointments and meeting potential clients. To find the potential clients from the leads given by cold calling in order to close the deal.	
<b>Learning:</b>	Learnt about various calling pitch to deal with different types of clients, develop enough patience to work under high pressure, to manage multiple clients at a time and lastly providing customer satisfaction.	
<b>Organization:</b>	Eicher Motors & Tractors (Prem Agency)	June'18 – Nov'18
<b>Role:</b>	Sales Executive	
<b>Responsibility:</b>	To sell units as per defined targets, Customer feedback and Service. Includes Customer Interaction, Demonstration of vehicles, meeting potential customers.	
<b>Learning:</b>	Gained exposure to B2B sales. Learnt about sales and customer dealing.	

## Internship

<b>Organization:</b>	<b>Tata AIG General Insurance Company</b>	<b>May'21 – July'21</b>
<b>Title:</b>	Marketing Strategies of Tata AIG	
<b>Role:</b>	Sales Intern	
<b>Responsibility:</b>	Firstly, to get trained about their products then to generate leads on our own through our network and finally to close the deal by approaching potential networks.	
<b>Learning:</b>	To generate leads from our networks, to prepare effective pitch for our product and to effectively present it in front of our clients.	
<b>Organization:</b>	<b>Bharat Sanchar Nigam Limited</b>	<b>May'16 – June'16</b>
<b>Title:</b>	Technical Trainee Intern	
<b>Role:</b>	Detail analysis of Next Generation Network's pros and cons and implementing the Wi-Fi access point (AP) hardware replacement.	
<b>Responsibility:</b>	Understanding the various management, control, maintenance and operational telecom services provided by BSNL.	
<b>Learning:</b>	Gained exposure to wireless communication channels. Learnt about technology behind Wi-Fi and its hardware concepts.	

## Academic Projects

<b>Title</b>	<b>Miniaturized Rat Race Coupler With Harmonic Suppression</b>	<b>2017</b>
<b>Description</b>	Stimulation obtained by introducing the stub loaded transmission line and by decreasing the value of characteristic impedance.	
<b>Learnings</b>	Stimulation related stub loaded transmission line.	
<b>Title</b>	<b>Heartbeat Detector &amp; Body Temperature Measuring Device</b>	<b>2017</b>
<b>Description</b>	Method does not require the strap and can be used more conveniently than the electrical method. A cost efficient way of measuring the pulse is the combination of a led and photo sensor.	
<b>Learnings</b>	Gained knowledge about led and photo sensors.	
<b>Title</b>	<b>Analysis Of Four Wave Mixing Effect At Different Channel Spacing</b>	<b>2018</b>
<b>Description</b>	The effect of variation in input power of laser array has also been investigated. It simulates that the FWM effect decreases as the channel spacing increases.	
<b>Learnings</b>	FMW Effect transformation and change as per channel.	

## Conferences/ Webinars

- Change-makers Series with Dr. Kiran Bedi on Leadership Credo – Pre & Post Covid 2020.
- Webinar on Pricing & Innovation 2020.
- Change-makers Series with Mr. Manoj Kohli on Future of Disruption.
- Change-makers Series with Dr. Kavita Pathak on Your Journey towards Professional Excellence.

## Extracurricular Activities

- Member of Entrepreneurs Cell (VIT) [May'15- May'16]
- Core Member Of Tehelka (Street Play Group) [Aug'14-April'18]
- Delegate In Model United Nations(MUN) [2018]

## Interests

- Stock Markets, Stock Trading, Watching News Channels
- Table Tennis, Swimming, Gymnasium

## Soft Skills



## Personal Details

- **Skype ID:** ashutoshtandon72@outlook.com
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