

CURRICULUM VITAE

SANDEEP DWIVEDI



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CAREER OBJECTIVE

To secure a dignified position and grow consistently with commitment and dedication towards my work and organization, thus taking my career and organization to the pinnacle of success.

WORK EXPERIENCE

- | | | |
|--------------------------|---|--|
| Organization | : | Berger Paints India Ltd |
| Title | : | Business Development Officer |
| Duration | : | 15 th Mar 2020 to 30 th Sep 2020 |
| Roles & Responsibilities | : | <ul style="list-style-type: none">• Handling Berger Express Painting Service and its Team• To generate Demand at ground level activates and to improve Home Painting Business Head for Respective Region• Designing, Launching and Redeeming Painter/Contractors Schemes• Conceptualizing and Executing BTL Promotion Activities to Improve Brand Awareness• Building a Network of Good Painters and Contractors Who Can Promote the Brand |
| Organization | : | Ceasefire Industries Private Limited |
| Title | : | Asst Manager Business Development |
| Duration | : | 22 Jan 2018 To 24 Feb 2020 |
| Roles & Responsibilities | : | <ul style="list-style-type: none">• Cold calling to arrange meetings with potential customers to prospect for new business• Looking after sales and marketing of the assigned territory• Sales & Lead Generation of Company through Direct Sales & Promotion• Understand need of customer and technical aspects of selling.• Worked also as Client Relationship Manager(CRM)• Handling Industrial as well as Direct Sale Division |

ACADEMIC QUALIFICATIONS

COURSE /DEGREE	COLLEGE / UNIVERSITY	YEAR OF PASSING	AGGREGATE
PGDM (Marketing)	IIEBM, Indus Business School, Pune(MH)	2018	70%
Bachelor of Commerce (Applied Economics)	St. Aloysius College, Jabalpur(MP)	2016	65%
H.S.C	Maharishi Vidya Mandir Jabalpur(MP)	2013	64%
S.S.C.	Army Public School, Jabalpur(MP)	2011	6.4CGPA

COMPUTER SKILLS

MS Office (Excel, Word, Power Point)

SUMMER INTERNSHIP

Organization	:	Mapro Food Pvt. Ltd., Jabalpur (MP)
Title	:	“A Competitive landscape study for Brand Mapro in Non -Native Markets across various Categories and Analysis of its scope for business expansions in Jabalpur Area”
Duration	:	May 15, 2017 To July 15, 2017
Position	:	Marketing Intern
Roles & Responsibilities	:	To conduct Market survey of existing Mapro product To conduct a competitive intelligence study To find out the consumer perception about the product To make suggestions to improve awareness & availability of the product

WINTER INTERNSHIP

Organization	:	MAMTA FOUNDATION
Title	:	Welfare of HIV positive children and women
Duration	:	December 12, 2016 To December 31, 2016
Roles & Responsibilities	:	Conducted Education Vocational program for children Conducted Voluntary program, Diet program, Rehabilitation program for HIV +ve children Participated in awareness program about HIV and AIDs

INDUSTRIAL VISITS

- Jaypee cement, Rewa (MP)
- Indian Military Academy (IMA), Dehradun (UK)
- Reliance Cement Pvt Ltd, Satna (MP)
- Parle-G, Jabalpur (MP)
- Visited Bombay Stock Exchange(BSE),Mumbai (MH)
- Piaggio Vehicles Pvt Ltd, Baramati (MH)

EXTRA-CURRICULAR ACTIVITIES

- Participated in Outdoor Management Training (Trekking to Rajmachi Fort) Pune (MH) 2017
- Participated in 'Swachh Bharat Abhiyan' under Sare Jahan Se Acha Socio-Eco-Pol Foundation
- Attended seminar organized by Income Tax Department, Jabalpur(MP) in 2015
- Organized various programs like Blood Donation Campus programs for Rotary club of Jabalpur(MP)
- Coordinated and acted as a coordinator at 'Nukkad Natak' in Jabalpur organized by an NGO
- Participated in 'Hindi Debate' organized by Army School No 2, Jabalpur (MP) in 2008

ACHIEVEMENTS

- Have been awarded first position twice in Accounting Quiz in 2015
- College Vice president ABVP during graduation
- Participated in inter- school dance competition in 2011
- Won kho-kho match at school level in 2008

STRENGTHS

- Self-Confident
- Networking Skill
- Task Oriented

PERSONAL PROFILE

Language Known : English, Hindi
Date of Birth : December 21, 1994
Gender : Male
Nationality : Indian
Marital Status : Single
Permanent Address : 1859, Jogani Nagar Rampur Jabalpur 482001
LinkedIn Profile : www.linkedin.com/in/sandeepd7181

DECLARATION

I do hereby declare that the above stated information is correct and verified till date.

Date:

Place: Jabalpur (MP)

Sandeep Dwivedi