



Curriculum Vitae

CHINMAY RANGNATH KAMBLE

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Specialisation: Marketing

Career Objective: Seeking a marketing position with an organization where demonstrated skills in marketing, administration, and sales can be used to increase profitability and promote growth

Educational Qualification:

Examination	School/College Name	Name of the Board/ University	Year of Passing	Percentage/Pointer Obtained
MBA (Sem-II)	Indira Institute of Management Pune	SPPU	2020	9.52
MBA (Sem-I)	Indira Institute of Management Pune	SPPU	2019	8.83
B.E. (Comp)	Rajarshi shahu college of engineering, Pune	SPPU	2017	69
HSC	Ssvm, Pune	Maharashtra State Board	2012	58.67
SSC	Srsva, Pune	Maharashtra State Board	2010	71.45

MBA Summer Internship Project:

Company Name: Equithinks, Pune

Title of the Project: A study on the factors that affects the consumers' willingness of buying the real estate products

Duration: 2 months (May 2020 – July 2020)

Work performed:

Understanding the customer's requirements, creating awareness of the product, Cold calling, pitching the product as per customer's requirement, arranging a virtual site visit.

Learning outcomes:

The Company follows marketing mix model.

Achievements:

Successfully Arranged a Virtual Site visit for Potential Customers and converted the potential customer.

Computer Skills:

Operating Systems: Linux and Windows XP/7/8/10.

Packages Known: MS Office (Word, PowerPoint, Excel).

Certifications / Additional Qualification:

- Comprehensive **performance-based Leadership Development** Program by **Stratecent Consulting**, and have acquired the following skills:
 - Problem Solving Skills
 - Systems Thinking
 - SPIN Selling
 - Strategy
 - Sales and Service Excellence Certified by Dale Carnegie.
 - Microsoft Advance Excel Certified by Udemy.
 - Inbound Sales Certified by Hubspot Academy
 - Speak fast Intermediate Course Certified by English Language Teaching Institute of Symbiosis.
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Co-curricular and Extra-Curricular Activities

- Attended Art of Living and Employability Skills Development program by Barclays.
 - Member of the sponsorship Team at Rajarshi Shahu College of Engineering.
 - Participated in inter college functions and Sports.
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Personal Details:

- Date of Birth: 03/12/1994
- Marital Status: Single
- Strengths: Team player, High Confidence, Extrovert.
- Hobbies: watching web series, movies,
- Language: English, Hindi and Marathi.