

Kaustubh Avinash Patil

Male / 20-February-1995/English, Hindi, Marathi

Sales & Marketing Intern,
Delton Cables Ltd., Delhi

Email – patilkap12@gmail.com
Phone No. +91-7020783107,
+91-9552206277

Objective

I intend to be a part of an organization, where I can utilize my marketing and sales skills to accelerate the growth of the company while consistently learning and developing my knowledge.

Work Experience

Delton Cables Ltd., Delhi (October 2020- Present)

Position held –

▪ Sales & Marketing Intern

- ▶ Procreated leads to potential buyers, **derived 60 leads per day**. (Dealers, distributors, contractors).
- ▶ **In charge of handling inquiries** raised by clients from **51 districts in MP**, India.
- ▶ **Understanding customer needs** and diagnoses with enquiries raised by different institutions.
- ▶ **Attained 10 new dealerships and 12 contractors' interests** from MP region in one month.
- ▶ **Managed 70 calls per day** and compute all records related to **customer handling** and onboardings.

Global Market Insights Research Pvt. Ltd., Pune (May 2019- July 2019)

Positions held –

▪ Research Associate Intern (PPO)

- ▶ Accountable for doing concrete **secondary research** about designated technology or product.
- ▶ Developed **30 RDs' (Research Description)**, **97 CPs' (Company Profiling)**, and **2 RIs' (Regional Insights)** for multiple technologies or products.
- ▶ Arranged this researched data in a user-friendly manner in a research report.

FUEL NGO, Pune (December 2018 – February 2019)

Positions held –

▪ Management Intern (Best Intern)

- ▶ **Analyzed, categorized, and diagnosed with queries** asked by students about career path selection.
- ▶ **Assisted in question paper setting process for talent hunt exam** taken by **EATON** as their CSR.
- ▶ **Corresponded with over 100 DMs of aspirational districts of India**, to **streamline Skill Development** campaign of Government of India.

Academic Qualifications

Degree/University	Institution	Year	Score
MBA Marketing	MIT School Of Management, Pune	2020	87 %
B.E (E&TC)	Anuradha College of Engineering, Chikahli	2018	66 %
Class XII (MH state board)	Samarth Junior college of science, Akola	2013	53 %
Class X (MH state board)	Aided High school, Buldhana	2011	71 %

Extra-Curricular

- Achieved "**Leadership Award of the Year 2020**" during my MBA.
- Got **PPO** from **Global Market Insights Research Inc.** Pune.
- President** of Indradhanu club (Cultural club of MIT SOM (PG)).
- Vice-President** of Alumni cell of MIT SOM (PG).
- Best Intern** at FUEL NGO.
- Directed and performed a Street Play** in Rural immersion program of MIT.
- Won first prize** in Group Dance Competition in Anuspark-2015 to 18.