



# PEEYOOSH MANGALAM

## CONTACT

MOBILE- 6204779200

MAIL ID- [peeyooshm.pm@gmail.com](mailto:peeyooshm.pm@gmail.com)

HooLiv Aurora Homes S. No. 132, Off Mumbai Pune Bangalore  
Highway Wakad, Taluka Haveli, Pune, Near Sayaji Hotel, Pune,  
Maharashtra  
411057

## PERSONAL PROFILE

Date of Birth- 1<sup>st</sup> April 1998

Language Known-  
English & Hindi

### SKILLS

Managerial Skill  
Leadership Skill  
Adaptability & Flexibility  
Multi-Tasker  
Communication Skill  
Problem-Solving abilities  
People Skill

## WORK EXPERIENCE

### *LOOKS STUDIO HAIR TRANSPLANT CLINIC – BUSINESS DEVELOPMENT EXECUTIVE*

MARCH 2021– APRIL 2021

- Crafting business proposals and contracts to draw in more revenue from clients
- Negotiating with clients to secure the most attractive prices
- Using marketing techniques and networking to attract business from clients
- Identifying New Sales Leads via Direct Customer Engagement
- Qualifying the pre-generated leads over calls/Email
- Understanding requirements of customers & demonstrating the services along with value proposition
- Cold calling, making multiple outbound calls to potential clients, closing sales and work with clients through the closing process

## PERSONAL INTERESTS/HOBBIES

- Art (Drawing/ Painting)
- Traveling to adventures place
- Fitness Trekking
- Volunteering

## SOCIAL & EXTRA CURRICULAR ACTIVITIES:

- Athlete at National Level
- 11 kms cross-country Mini-Marathon champion in 2006
- National Level in Science Exhibition in 2003
- National Level Cricket Player U-17

**DESIGN THINKING- Global  
Business School and  
Research Center- 2020**

### *PROJECT (SUMMER/live)*

JUNE 2020- AUGUST 2020

TITLE- "A study on impact of divided payout policy on price movement"

- KEY LEARNINGS
- Earning per share
- Net Profit Margin
- Return on Assets
- Divided Declaration
- Divided payout ratio

## EDUCATION HISTORY

**MBA| GLOBAL BUSINESS SCHOOL & RESEARCH CENTER,  
PUNE | FINANCE & MARKETING | D.Y. PATIL VIDYAPEETH  
| 2019-2021 | 72.00 |**

**BBA COMMERCE | MANAV BHARTI UNIVERSITY | 60.00 |  
Manav Bharti University | 2016-2019 |**

**XII (HSC) | PRIVATE SCHOOL | 75.00 |  
Northeast Board | 2014-2015 |**

**X (SSC) | KENDRIYA VIDYALAYA | 68.00 |  
CBSE | 2013 |**