

RESUME

ZAMBRE PRATIK DINKAR

Course: MBA

Specialization: Marketing & Finance

Date of Birth: 13/06/1994

Area of Domicile: Maharashtra, Pune

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Permanent Address: Ramanand Society, Hegdewar Nagar, Malkapur, Dist. Buldana
443101

CAREER OBJECTIVE

To acquire position in a recognized organization that would allow me to utilize my skills and knowledge in different areas for gaining practical experience and to enhance my self-effectiveness.

WORK EXPERIENCE

Asian Paints Limited (Senior Sales Officer) (10 Sept 2019 – Present)

- Deriving Sales from distributor, direct dealer and sub-dealer (only target dealers) basis budgeted annual achievement
- Scheme communication to target dealers, direct dealers and distributors. New product launch - pitching to distributor/direct dealer and sub-dealer.
- Coordinating with back end Sales Coordinator for payment processing and closure. Monitor Outstanding amounts for distributors and direct dealers
- Market analysis and competitor study for identifying new sub dealers/direct dealers and distributors.
- Hand-hold dealer through first phase through initiatives like in-shop selling, expansion/customization of product range and the right display at counters, etc.
- Monitoring and analyzing new dealer performance to assess which among new sub-dealers can be elevated to scheme dealers.
- Organizing meets - plumber meets, sub-dealer meets, direct dealer meets and distributor meets.
- Assist sub-dealer/direct dealer and distributor in complaint resolution either directly or through technician. Customer Complaints are resolved through coordination with customer care team and technical team within defined SLA
- Maintenance of data on stock availability at distributors to cater to stock shortage of sub-dealers. Monitoring and replenishment of stocks in coordination with Supply Chain Team (for distributors and direct dealers) and distributors (for sub-dealers).
- Evaluating the branding potential at identified counters and subsequently providing of display board to maximize visibility.

BDB India Private Limited (Business research Executive) (1 Nov 2018 – 8 April 2019)

- Planning & executing B2B research project to its completion including client meets, data analysis & report submission
- Preparing questionnaires & Meeting with customers to understand the scope of B2B research study & planning the progress for conducting a midway review of the research assignment
- Coordinating with team members to help them understand the scope of study, data gathering & successful completion of the research assignment
- Coordinating and managing fieldwork to take a first-hand understanding of the project and collecting useful data for the study
- Conducting in-depth interviews with the respondents & Conducting competitive analysis to identify key differentiators and making executable recommendations
- Analyzing and presenting quantitative and qualitative data in a simple way to provide strategic insight to the customer into the areas of business

EDUCATIONAL QUALIFICATION			
Examination Passed	Year of Passing	Board/ University	% of Marks / CGPA
Master of Business Administration	2019	Bharati Vidyapeeth (Deemed To Be University), IMED Erandwane Pune 411038	9.01
Bachelor of Engineering (Mechanical Engineering)	2016	G.H. Rasoni college of Engineering and Management Pune-412207. Savitribai Phule Pune University	69.06%
Diploma in Mechanical Engineering	2013	Government Polytechnic Nagpur, Sadar bazaar Nagpur-440001 Autonomous institute of Govt. Of Maharashtra	77.70%
10th	2010	Nutan Vidyalaya & Junior College Malkapur, Malkapur-443101.	88.91%

COMPUTER PROFICIENCY
IT Skills : MS Excel, Power Point Presentation, Power point Presentation

PROJECT	
1. Research Project Entitled “Marketing Research and User Engagement” In Partial Fulfillment of Master of Business Administration (MBA).	Under the guidance of Prof. Dr. Vinod Ingawale (IMED. Pune) & Mrs. Pallavi Salve (G.R.I.T Dhanbad).
2. Research Project Entitled “Critical Study of E-Maha Seva Kendra” In Partial Fulfillment of Master of Business Administration (MBA).	Under the guidance of Prof. Dr. Kirti Gupta (IMED Pune).
3. Project Entitled “Design and Analysis of Radiator Fixture” Sponsored By Miracle Tool and Dies Pvt. Ltd In Fulfillment of Bachelor’s Degree In Mechanical Engineering.	Under the guidance of Prof. Mr.Kamal Ukey (G.H. Rasoni College of Engineering and Management Pune), Mr. R. Patil (Miracle Tool and Dies Pvt. Ltd).
4. Project Entitled “Design and Manufacturing of Abrasive Jet Machine” In Fulfillment of Diploma In Mechanical Engineering.	Under the guidance of Prof. Mr. N.S. Pawar (Government Polytechnic Nagpur).

MAJOR CONFERENCES/ SEMINAR ATTENDED
<ul style="list-style-type: none"> • Industry Institute Partnership Summit (IIPS 2017 & 2018) • Workshop on CAD/CAM/CAE Technology in GHRCEM. Pune.

SKILLS & STRENGTHS
<ul style="list-style-type: none"> • Team Work • Leadership • Analytical skills

HOBBIES
<ul style="list-style-type: none"> • Cooking. • Trekking.

OTHER ACHIEVEMENTS

- Certificate of completion of course in “Cyber security”
- Certificate of “Organizing team” of “Paroksha” event by GHREM, Pune.
- Completed course in diploma in Information Technology Management.

REFERENCES

1) Mr. Deepak Navalgund
Training & Placement Officer
IMED Pune.

Mail Id: deepak.navgund@bharatividhyapeeth.edu

Contact: +91 9881149661

2) Mr. Shubham Khawshi
(Section manager, PV&P)
John Deere India Pvt. Ltd.

Mail Id: Khawshishubham@johndeere.com

Contact: +91 8109110985

DECLARATION

I do hereby declare that all the information given above is true to the best of my knowledge and belief.

(Zambre Pratik Dinkar)