

➤ **Objective**

To enhance my educational and professional skills in a stable and dynamic workplace and solve problems in a creative and effective manner in a challenging position.

➤ **Educational Details**

Year	Education Description
2018	Master in Business Administration (Marketing) (Completion Year 2018) MET's Institute of Management, Nashik with First Class. (University Of Pune)
2012	Bachelor of Commerce St. Joseph College Of Arts and Commerce, Virar with First Class. (Mumbai University)
2009	HSC(Commerce) Adarsh Vidya Mandir, Badlapur With Second Class. (Maharashtra State Board)

➤ **Work Experience**

1. Worked as Business Development Officer in **MARICO LTD.**

Duration: (Dec 2018 to Jan 2020)

Job Profile / Key Deliverables

- Worked under OUT OF HOME DIVISION of Marico Ltd.
- Handled Sales and Relationship with 50 corporate customers as well as 4 distributors in Mumbai for Saffola Oats and Soup Vending Machine.
- Provided Support to distributors for monthly sales and distribution including their monthly billing activity.
- Generate vending sales from corporate customers and business development and inventory management at dealers end.
- Generate sales from 5 Exporters for all products.
- Handle Pan India collection of vending and non vending divisions.
- Responsible for inventory management at Marico depot end for OOH division.

2. Worked as Business Development Manager in **ELECTRONICA FINANCE LIMITED.**

Duration : 1 Year (Dec 2017 to Dec 2018)

Job Profile / Key Deliverables

- Sale of Machin loan, unsecure business loan, Industrial Property Loan and Working capital.
- Handled Relationship with 40 existing customers.
- Handled Relationship with 50 Supplier and Dealers of machine all over the India.

3. Worked as Sales & Customer relationship Executive (Sr. Executive) in **GODREJ & BOYCE MFG LTD.**

Duration: 2 Year (March 2014 to March 2016)

Job Profile / Key Deliverables

- Worked under Tea & Coffee Vending division in FMCG sector of Godrej.
- Handled Relationship with 85 corporate customers as well as 3 dealers and distributors in Mumbai and Navi Mumbai.
- Handle monthly billing of Existing customers and inventory management at customer end.
- Provided Support to dealers and distributors for monthly sales and distribution including their monthly billing activity.

➤ **Achievements**

1. Enhanced Export sales business from zero level to 15 lakh quarterly within first 4 month in Marico Ltd.
2. Achieved best sales manager pan India award
3. Rewarded as excellent Customer Relation Executive in Godrej & Boyce Mfg Pvt Ltd.

➤ **Technical Skills**

1. Basic Software Knowledge of Computer, MS-Office, Internet Operations & various other software knowledge.
2. Passed TALLY 9.0 Examination with 86% in May 2009.

➤ **Extra Curricular Activity**

1. Participation in **10th ISDSI International conference** as Coordinator in December 2016.
2. Participation in Industrial Desk Research for **MSS Corporation Pvt Ltd** on Live Project and also was part of the Core Team during (SEM-I) of MBA Academics.

➤ **Personal Details**

- Address: B/101, GayatriAwas, Manjarli Road, Badlapur (West)
Tal - Ambernath, Dist- Thane, Maharashtra
- Date of Birth: 05 August 1991
- Languages Known: English, Hindi & Marathi