

RESUME

SAGAR

VINAYAK

KOTHAVALE

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Career Objective

To associate myself with a professionally driven esteemed organization by pursuing a responsible and rewarding career and applying my professional expertise, skills and enthusiasm in a position for career growth in industry.

Educational Qualification

Course	School/College	Board/University	Year of Passing	Percentage
MBA (International Business)	SKN Sinhgad School Of Business Management, Pune.	Savitribai Phule Pune University	2019	62.00%
BBA (Marketing)	Abhinav Education Society's College of Computer Science and Management, Pune.	Savitribai Phule Pune University	2017	64.66%
H.S.C.	S.S.P.MandalChandamal Tarachand Bora College Shirur.	Maharashtra State Board	2013	56.33%
S.S.C.	Shri Dharmanath Vidyalaya Jawala.	Maharashtra State Board	2011	74.00%

Professional Experience

[1] Reliance Retail Ajo

Jan 2022-Dec 2022

Designation:- Sale Officer

Dept:- Retail & B2B Sale

Roles & Responsibilities:

- *Retail Sales and Distribution management in Footwear and Garments.
- *On-boarding of new merchants and achieving his sales targets.
- *Responsibility for sales, payment collection & returns and query resolution.
- * Daily cash collection /old credit updating and deposition.
- *Training and troubleshooting support for his set of retailers.

[2] Bharat Pay

Jan 2021-Oct 2021

Designation:- Sales and Marketing

Dept: - Field Sales Executive

Roles & Responsibilities:

- *Responsible for planning & scheduling market visits for lead generation and onboard merchant.
- * New clients to present product offering and constructively sell the concept
- * Calling clients to know their requirements and explain projects.

Personal Data:-

Date of Birth: 03/06/1995
Gender: Male
Nationality: Indian
Marital Status: Single

Languages known:

-English
-Marathi
-Hindi

Certification:

-Horticulture Export Training Course (APEDA) Maharashtra State Agricultural Marketing Board, Pune.
-Certificate Course on Maharashtra State Certificate in Information Technology (MSCIT).

Designation:-Import Export Executive

Dept: - Sales and Documentation

Roles & Responsibilities:

Resource Shipping Pvt Ltd is service providers (Internationally) handling documentation, procurement and processing in various fields. Connection with Vessel Agents Worldwide to collect all types of cargo from any part of the world.

Sales:-

- *Cold calling and emailing in B2B business
- *Co-ordinate and conduct meeting with clients to present product offering and constructively sell the concept
- *New contacts and Review daily shipment and resolve with service providers.
- *Build new tie-ups with Corporate aiming to expand the business & provide services.
- *Maintain relationship with clients by providing support, information, guidance. Follow-up with Freight Forwarder / CHA to the Import & Export Clearance. Freight market pricing for import related getting updated quotation received from New service provider.

Logistics :-

- *Import and Export Clearance.
- *Pre - shipment documents prepare and submitted to bank.
- *Proof of Export documents prepare and submitted to Excise.
- *License related documentation work MEIS, Advance License, EPCG.
- *Updating Invoices received from Supplier & CHA to prepare Tracking Report.
- *Verifying the Check List for Import Duty.
- *Prepare domestics Invoice with regards to Material dispatch.
- *Keep record of incoming & outgoing material.
- *Raise the Purchase order foreign Vendor & Domestic vendor.
- *Transportation arrangement for Import, Export and Domestic consignment.
- *DGFT Work.
- *License related documentation work.

Operations :-

- *Specialist Agricultural Sector knowledge and skills.
- *Personal handling fruit and vegetable consignment quality, sorting, packing, processing of products.
- * Responsible for Material Loading & Unloading
- *Personal perishable Container stuffing Gulf country.
- * Keep record of incoming & outgoing material.

Technical Skills:

-MS- Office 2010(Word, PowerPoint, Excel)

Key Skills:

-Good communication and presentation skill
-Convincing skills
-Leadership ability.
-Ability to deal with people
-Quick Learner
-Motivator
-Business development
- Cold calling
-Company presentation to decision-makers
-Problem-solving

• **Internship:(SIP)**

Company-Seven Sigma International-Import &Export

Title-Export Process & Documentation

Duration-3 June2018 to 6 Aug2018

Objectives

*To study and understand Export procedure and Documentation.

Learning

*This project helps to how Import and Export Process work.

*How to minimize risk in global market.

*Also project gives to knowledge for businesses develop in short time.

*Project gives us various government policies in detail.

• **Project:(Dissertation)**

Challenge in Export Marketing Fruit and Vegetable

Objectives

*To identify Challenges in Export market vegetable and fruit.

Learning

*This project helps to how vegetables and fruit export marketing.

*This project helps to policies and regulation of the country in order to Develop the performance of the sector.

Business Experience

*eBIZ Network marketing (2.5 Year)

*Sales Management & Cultivation of Fruits, Vegetables in Pune PMC Market.

*Hand-on-experience with Agribusiness Traders & Commission agents in APMC Market

Declaration

I hereby declare that the above information is true to best of my knowledge.

Place:-Pune

Yours truly,

Date:-

(Sagar Vinayak Kothavale)