

RESUME

Sandip J Hagavane (M.C.A.)

CURRENT STATUS: (Pune) Agadyati Products and Services Pvt Ltd

EMAIL:-

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MOBILE:-

+91-9284032895

LANGUAGE KNOWN:-

English, Hindi, Marathi

PERSONAL DATA:-

Date of Birth : 04-04-

1990 Sex : Male

Nationality : Indian

Mother Tongue :

Marathi

ADDRESS:-

Flat No 402 vighnarta
apartment, near zeal collage
chaok narhegaon, Pune-
411041

COLLEGE DETAILS:-

Sinhgad Institute of
Management.

Lonavala

CORE COMPETENCE

- Teamwork
- Communication
- Adaptability
- Problem Solving
- Positive Thinking
- Self confidence
- Consistency
- Leadership
- Honesty
- Ready to take task with responsibility
- Clear Expectation Setting

OBJECTIVE

My objective is to work in a competitive environment where I can utilize my knowledge and professional skills that I possess. The environment which will help me to enhance my current skills and lead to success

SKILLS

- I have well **computer knowledge**.
- Having Internet knowledge all **Mailing, Drafting & Surfing**.
- Ability to handle **Pressure** and Meet **deadlines**.
- Excellent **time management and organization**.
- I have good **Communication** skill.
- Experience **Channel sales**.
- **Business Development**.
- **Lead Management**.
- **Deal Negotiation And Closing, Cold Calling, Relationship Building**.
- **Territory Management**.

WORK EXPERIENCE

Company	Work Experience
Agadyati Product & Services Pvt. Ltd (April 2020 to June 2021)	Position:- Sr.Sales Executive
Daily Ninja delivery services Private Limited (July-2019 to April-2020)	Position:- Business Development Executive
Agadyati Product & Services Pvt. Ltd (Dec-2018 to July-2019)	Position:- Sales Executive
One MobiKwik System Pvt Ltd Pune (May-2017 to a Nov-2018)	Position:- Sales Executive

WORK: Agadyati Product & Services Pvt. Ltd Sr.Sales Executive (April-2020 to June-2021)

- Business Development.
- Deal Negotiation And Closing
- Distributer appointment
- Drive sales and introduced product lines manage new account and maintain old
- Relationship Management/ Relationship building distributer and retailer
- tertiary Management
- communicated to information to customers about product quality
- Maintained friendly and professional customer interactions.

WORK: Daily Ninja Delivery Services Pvt Ltd Business Development Executive (July-2019 to April-2020)

- Societies level Marketing
- Scouting societies and visiting Then meeting with societies management after discussion fixed product demonstration timing
- Scouting milk Vendors and on board Them
- Demonstrating product to The customer
- maintaining a good business relationships with society management and society members
- Understand To review complaints registered by the members and take necessary actions to resolve them quickly.
- To conduct market research in order to identify market requirements

WORK: Agadyati Product & Services Pvt. Ltd Sales Executive (Dec-2018 to July-2019)

- Business Development.
- Deal Negotiation And Closing
- Distributer appointment
- Manage distributor sales and scheme
- Relationship Management/ Relationship building distributer and retailer
- tertiary Management
- Channel sales
- Manage secondary and tertiary sales

WORK: One MobiKwik System Pvt Ltd Sales Executive (jan-2017 to Nov-2018)

- Acquire Merchant as per the plan, maintain active merchant rate, create merchandising activities and customer feedback
- Enable digital payment at unorganized merchant by on boarding and make them understand the complet payments acceptance process and marketing the product using branding material
- Understand customer Problem And Troubleshooting this Problem
- Maintaining good business relationships with existing merchants
- Achieve day to day target and monthly target , daily reporting to the reporting Manager

EDUCATION QUALIFICATION

Qualificatio n	Institute	University/Board	Year of Passi ng	Percentage
M.C.A	SIBACA, Lonavala Pune	Pune University	2015	61.5
B.C.A	Agasti College, Akole.	Pune University	2012	55
HSC	Agasti College, Akole.	Pune Board	2007	54
SSC	Ambika Vidyalaya, Tahakari.	Pune Board	2006	50.5

EXTRA CURRICULAR ACTIVITIES

- Participated as volunteer in National conferences Event held at Lonavala College.
- Runner up (Second winner) in college cricket tournament.
- Event management of farewell party.

HOBBIES AND INTERESTS

- ◆ listening song
- ◆ Travelling

Place: Pune

Date:

Sandip Hagavane