

SHAILESH PANDEY

Address: Digberia, Badu road, Madhyamgram, Kolkata
Mobile : 8521446053, 8709671297
Email : shaileshpandey873@gmail.com
Specialization: PGDM (Core Marketing)



Career Objective : To contribute to the organisation's goals by consistently exceeding sales targets through the effective utilisation of negotiation, spin selling and problem solving skills and by networking and maintaining client relations.

Education :

Sr. No	Qualification	Institute	Name of the Board/ University	Year of Passing	Percentage
1	PGDM	Indira School of Business Studies	AICTE	2020	64
2	Graduation Degree	St. Xavier's College, Ranchi	Ranchi University	2017	58.23
3	HSC	P.T.P.S. College, Patratu	Jharkhand Board	2014	55.5
4	SSC	D.A.V. Public School, Patratu	C.B.S.E	2012	55.4

Work Experience and Project :

- Worked as sales trainee at BAJAJ FINSERV.
- Worked as sales trainee at KELLOGG'S INDIA.

Duration :

- 3 months in BAJAJ FINSERV.s
- 10 days in KELLOGG'S INDIA.

Learning and role :

- Converting the customers from monetary to finance.
- Learning of card swipe and financial experience which polished my skills of customer handling and satisfaction.
- Increased Pressure handling while completing the target given.
- Learnt handling different customers and converting their perceptions about BAJAJ FINSERV.
- Learnt how to pitch the customers and convince them for purchase kellogg's products and also convert the Bagrry's customers to Kellogg's.

Achievements :

- Helping in receiving company's sales target in a minimum given time.
 - Got to know maximum of knowledge gain about customers and their market perceptions.
 - Levelled up with working in a best financial services company.
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Strengths :

- Generate revenue for the company
- Leadership skills
- Pressure handling
- Decision maker
- Honest and focused regarding my work.

Summer Internship Project :

Work with **BAJAJ FINSERV** as an intern for the post of SALES TRAINEE.

Duration: 2 months

Role : Marketing Sales Trainee.

Project Title : Study of consumer behaviour towards finance in Consumer Durable Goods.

PROFESSIONAL TRAINING & WORKSHOP :

- Attended CDP (Career development Program) of ROHIT SINGH sir.
 - Attended seminar or workshop of top speaker MINOCHER PATEL sir (Ordinary to Extra ordinary).
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COMPUTER SKILLS :

Microsoft Office

- Power Point Presentation
 - Word
 - Excel
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PROFESSIONAL SKILLS

1. Ability to work under pressure.
 2. Ability to work in a team, enthusiastic and open to learn new ideas.
 3. Ability to handle multiple tasks.
 4. Ability in planning, organizing and negotiating.
 5. Self-motivated, Well organized, Excellent problem solving and decision making skill
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EXTRA CURRICULAR ACTIVITIES

Lead the team while organizing programs in college.

PERSONAL INFORMATION

Date of Birth : 16th December 1996

Language : English and Hindi

Hobbies : Riding Bikes , Listening Music

I hereby declare that the details furnished above are true and correct to the best of my knowledge.

Place: Kolkata

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