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EXPERIENCE

Sales Officer - Bisleri International Pvt. Ltd.

(January –August 2021)

- Worked hard to learn all required tasks quickly to maximize performance.
- Connected and maintained relationships with store owners and managers.
- Followed up with existing customers to increase purchases of products and services.
- Corrected issues efficiently to maintain productivity goals.
- Drove team success by completing jobs quickly and accurately
- Provided excellent leadership skills to maintain steady and productive operations.
- Built strong and positive relationships with customers by staying polite and helpful throughout interactions.
- Work closely with the Sales team to find new clients and identify potential hedging requirements.

SUMMER INTERNSHIP

- Johnson Control Hitachi
- (Research on Analysis of growth of Hitachi products in India)
- Proposed suitable marketing intervention to HITACHI based on the findings of the study.
- According to my research 43% in Gujarat 25% in Madhya Pradesh, my respondents, are satisfied with the company's product and they feel that there demand is being met very well by the company in terms of features and price.

ACADEMIC QUALIFICATIONS

- | | |
|--|---------|
| • PGDM – Jaipuria Institute of Management, Indore, 63.18% | 2019-21 |
| • B.B.A- Gujarat Law Society J.P. Shah, GLS University, Ahmedabad, 68%. | 2019 |
| • Higher Secondary School- Nirman High School, Ahmedabad, 73%. | 2016 |
| • Secondary School- Nirman High School, Ahmedabad, 64%. | 2014 |

CERTIFICATION

- | | |
|---|------|
| • Social Media Marketing - Cursa | 2020 |
| • Digital Marketing - Google | 2020 |
| • Excel Advance - Cursa | 2020 |

ADDITIONAL PROJECT

- Live Project- Chai Sutta Bar
 - SEO analysis of competitors all over India.
 - Researched on scope of selling Chai Sutta Bar products with a backdrop of Cloud Kitchen.
- Internship with Yuva Nation (organizing Arijit Singh's concert), Ahmedabad, 2019.
 - Increased customer awareness
 - Coordinated with around 30 member team.
 - Organizing and managing the customers.
- Worked as a Coordinator in Indian Management Association (IMA) conclave. Indore, 2019.

ACHIEVEMENTS

- Achieved Certificate for scoring 10 CGPA in Data Analysis and Statistics. JIM, Indore, 2020.
- Won an Inter-College Contest "From Chaos to Order". Jaipuria Institute of Management, Indore, 2019.
- Champion in Inter College Kabbadi competition in GLS University, Ahmedabad, 2017

CO - CURRICULAR ACTIVITIES

- Represented Jaipuria institute of management, Indore in IX National Symposium on Demystifying Union Budget.
- Lend a hand in CSR Activities like Indore Traffic Awareness Drive, Indore. Raised Awareness among 100-150 people to wear helmet and seat belts.

SKILLS AND STRENGTHS

- Usage of analytical tools to support my work.
- Performance for target & goal achievement
- Exceptional interpersonal and relationships building skills
- Flexible and Adaptable
- Ability to train employees

INTERESTS

- Team Sports
- Singing

PERSONAL DETAIL

- Date of Birth : 20th February, 1998
- Nationality : Indian
- Languages : Hindi, English and Gujarati
- Preferred Location : Ahmedabad