**Gulfjobseeker.com CV No:** **1271544**

**Mobile** +971505905010cvdatabase[@]gulfjobseeker.com

To contact this candidate use this link

<http://www.gulfjobseeker.com/feedback/contactjs.php>

**CURRICULUM VITAE**

**Date of Birth:** 01st Oct 1986

**CAREER STATEMENT**

I strive to join a vibrant and ever growing organization, which would help me to (put my best) exploit my full potential enriching both the organization & myself.

**ACADEMIC QUALIFICATION**

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| --- | --- | --- | --- | --- |
| **DEGREE** | **COLLEGE/INSTITUTE** | **BOARD/** **UNIVERSITY** | **YEAR OF PASSING** | **%/ CGPA** |
| B.A | Chitra Degree college | Kanpur University | 2010 | 49% |
| H.S.C. | Dr. Soney Lal Patel Senior Secondary School (Commerce) | CBSE | 2005 | 51% |
| S.S.C. | Dr. Soney Lal Patel Senior Secondary School | CBSE | 2003 | 43% |
| Mass Communication | Jagran institute of Management & Mass Communication | Autonomous | 2010 | 59% |

**WORK EXPERIENCE**

**Axess Solutions Pvt LTD. – From May 2013 to Jan 2014.**

**Location:** Nagpur

**Position:** Regional Head ( Operation and Marketing)

**Job Profile: As a Regional Head I am involved in following activities**

1. Looking after production unit of Manufacturing Books and Note Books.
2. Preparing production plans to utilize the raw material in as much as we can.
3. Conducting the Presentation in the School regarding the Help Line numbers and State level Student Scholarship Exam.
4. Exploring the new regions for the business.
5. Making Marketing Strategies for business growth.
6. Handling the client for further proceedings and leads.
7. Taking the feedback from the client for giving them the better services and self up- gradation.
8. Study of market situation and the competitors.

**Future Education Ltd. – From July 2012 to May 2013**

**Location:** Mumbai

**Position:** Business Developer

**Job Profile: As a Business Developer I am involved in following activities**

1. Conducting the counseling to motivate the students for Distance Learning Program (DLP) & ATMA.
2. Exploring the new regions for the business.
3. Doing cold calling and giving presentation to the clients.
4. Handling the client to the operation team for the further proceedings.
5. Taking the follow up from the operations team and feedback from the client.
6. Making marketing strategy for selling the ATMA forms.

**Freelancer: Working as an educational consultant from past six years for different colleges across Mumbai and Pune.**

* Conducting the seminars in the different regions.
* Conducting the counseling to motivate the students.
* Exploring the new regions for the business.
* Doing cold calling and giving presentation to the clients.

**Past Organization:** **etree India solutions.**

**Position:** Business Developer.

**etree India Work Experience:**

**November 2011 to June 2012 :**

**Project Name: Campus Recruitment, Job Fairs and Campus Drive.**

**As a Business Developer I am involved in following activities:**

1. Searching Colleges of north India for standing business
2. Organizing job Fair.
3. Doing cold calling and giving presentation to the clients
4. Negotiating with the clients on the contract value
5. Handling the client to the operation team for the further proceedings
6. Taking the follow up from the operations team and feedback from the client

|  |  |
| --- | --- |
| **Summer Internship:**  **Company :** | **Bharti Axa General Insurance Company Ltd.** |
| **Project Title:** | **Marketing Mapping in Co-operative and Rural Bank.** |
| **Objectives & Scope:** | To create awareness about the insurance in the Co-operative and Rural bank for the Customers. |
| **Process :** | Data Collection, Analysis of Variance in Ledgers, Collecting Premium |
| **Methodology :** | Gathering data from the Bank, analyzing it by calculative methods by visiting the various branches of Co-operative and rural bank. |
| **Learning Outcomes:** | Role of “General insurance” as a measure of Quality of Contract, Variance Analysis and measures required for to calculate premium, Decision Making. |

**LANGUAGES KNOWN**

English, Hindi, Marathi & Punjabi

**COMPUTER SKILLS**

* Proficiency in Adobe Photoshop, Corel Draw & Quark.
* Proficiency in Adobe Premier Adobe Audio & Video Editing.
* Basic Proficiency in MS Office (Word, Excel, PowerPoint Presentation).

**PROJECTS & LIVE ASSIGNMENTS**

* Project on “Creating Print Ad Campaign in JIMMC” at JIMMC
* Project on “Creating news bulletins on the Local market” at JIMMC
* Project on “Creating Video ad campaign for JIMMC” at JIMMC.
* Seminar on “Working Capital Management/ Business Research” in New Horizon College of Engineering.

**AWARDS & ACHIEVEMENTS**

* Won Inter College Cricket tournament at college level.
* 1st Position in Jan Jagran Debate Competition at city level.
* Runner-up in Inter School Basket Ball tournament organized by CBSE.
* 1st Position in Science Exhibition at school level

**EXTRA CURRICULAR ACTIVITIES**

* Member – Education Expo organized by Dainik Jagran Kanpur.
* Coordinator – Events & Judges for Udgosh at JIMMC Kanpur.
* Coordinator – Sponsorship for Quiz event at JIMMC Kanpur.
* Participated in various sports events and won at school level.