**First Name of Application CV No 1623558**

Whatsapp Mobile: +971504753686



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**Date of Birth:** 31st July, 1989





To,

Dear Sir/Madam,

I am submitting herewith my resume for your perusal consideration for the post of Sales & Marketing Supervisor in your organization.

I am a hardworking and dedicated individual with **MBA (Finance & Marketing)** from **Rani Channama University, Belgaum.** I possess comprehensive knowledge of various finance and marketing management skills such as **Accounting Standards and Principle, Economic Indicators and marketing management concepts**. I have worked on a project titled **“Optimization of Freight Incurred in Logistics”** as an academic curriculum.

I am seeking a challenging job that would synergize my skills and knowledge with the objectives of the organization. A responsible, reliable and committed worker, give my best both as a part of a team and working independently.

Focused individual, determined to add value to the organization I work for, through my exceptional knowledge and learning ability. Possess well developed communication skills with reputation of unwavering accuracy, credibility and integrity.

The above credentials along with my enclosed resume make me ideally suitable for a position in your organization. I would appreciate an opportunity for a personal interview.

Thanking you.

Yours Sincerely

**OBJECTIVE**



*Seeking a challenging and rewarding opportunity with an organization of repute which recognizes & utilizes my true potential while nurturing my analytical skills in the field of* ***Marketing and Finance.***

**SUMMARY OF SKILLS**



* Hardworking and dedicated individual with **MBA (Finance & Marketing)** from **Rani Channama University, Belgaum**; determined to carve a niche in the industry.
* Possess comprehensive knowledge of various finance management and marketing management.
* Worked on the project titled **“Optimization of Freight Incurred in Logistics”** as an academic curriculum.
* Worked on the project titled **“Understanding Of Business Involved In STFC”**
* **Well developed communication skills** with reputation of unwavering accuracy, credibility & integrity and exceptional presentation skills.



**Experience:**

**Past: “Shriram Transport Finance Company” “Marketing Management Trainee”**

**Designation: “Management Trainee”**

**Working with: “Expert Engineering Enterprises” “Marketing Coordinator”**

**Designation: “Marketing Coordinator”**

**Responsibility :**

* **Marketing activity**
  + **Inquiry Generation**
  + **Lead Generation**
  + **Quotation making**
  + **Negotiation**
  + **Purchase/Sales order punching**
  + **Documentation**
  + **Follow-ups with production department and customer**
  + **Dispatching activities.**



**EDUCATIONAL CREDENTIALS**

**MBA (Finance and Marketing), 2013**

Rani Channama University, Belgaum; 61.8%

**B.Sc, 2011**

Karnataka University, Dharawad; 64.38%

**P.U.C II, 2008**

Pre University Board, Banglore; 49.33%

**Matriculation, 2005**

Karnataka Secondary Education Board; 80.8%

**Computer Proficiency**

MS-Office and Internet Applications

**Projects Undertaken**

|  |  |
| --- | --- |
| Title | Optimization of Freight Incurred in Logistics |
| Organization | Zuari Agro-Chemicals Limited. Goa |
| Synopsis | The project aimed at calculating logistics expense of the company by conducting analysis of the quantity of fertilizer that is transported to the different states. Suggested and identified various improvement opportunities to optimize the Freight thereby leading to the reduction of the overall Logistic costs. |
| Learning | Learned about the insight in the transportation of material goods and ways to reduce the cost involved with the same and to analyze the scope of improvement of the industry in India. |



**Extra-Curricular Accolades**

* Active participation in various College Competitions, Seminars, Presentations and Management Fests.
* NCC ‘’B” Certificate.
* Active participation in sports and social work activities.



**Competencies:**

* Good at Planning & Organizing.
* Well understanding of importance of Team Dynamics.
* Initiative.
* Good Interpersonal ability & Negotiation skills.
* Effective Communication Skills.
* Result Oriented.
* Good Learner, hard working and self motivated.

**Languages Known:** English, Hindi, Marathi and Kannada.

