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AN ASPIRING SALES & MARKETING PROFESSIONAL

CORE COMPETENCIES

- ❖ Sales & Marketing
- ❖ Interpersonal Skills
- ❖ Teamwork & Collaboration
- ❖ Leadership

PROFESSIONAL EXPERIENCE

Company: The Lexicon Group (Since Oct 2021 till date)

A. Venture: Lexicon Institute of Hotel Management

Designation: Admission Counselor

Role:

- Driving admissions through counseling Students and Parents
- Been an integral part of CEO meetings for course & brochure designing and marketing strategies.
- Promoted institute at various Education Expos and Individual events
- Contributed 16 admissions including PGDM and Hotel management courses. (Ticket size 8-8.5 lac)

B. Venture: EduCrack

Designation: Business Development

Role:

- Worked with CEO and senior management for driving business strategies
- Connected to 20+ colleges, got 11 sessions, and took 3 colleges to the MOU process.
- Lead a team of 4 counselors and 3 campus ambassadors

INTERNSHIP EXPERIENCES

➤ **Company:** REST THE CASE

Designation: Sales Executive (3 months)

Role:

- Conducted market research to identify selling possibilities and evaluate lawyers, law firms, and law schools' needs.
- Actively seek out new sales opportunities through cold calling, networking, and social media research
- Setting up meetings with lawyers to onboard them for the website.
- Onboarded 68 lawyers on the portal having the highest conversions among 5 interns.

➤ **Company:** Internshala

Period: 3 months

Designation: Campus Ambassador (3 months)

Roles:

- Promoted Internshala internships among students and assisted them with internship-related queries
- Informed peers about the latest training offers and help them learn new skills via Internshala training
- Successfully 350+ Internshala Registrations, 9 Training programs sold, 6 seminars conducted.

ACADEMIC CREDENTIALS

Qualification	Year of passing	Institution	University	Percentage
Post Graduate Diploma Agribusiness	Appeared	IGNOU	IGNOU	NA
Post Graduate Diploma in Management	2020-22	Lexicon MILE, Pune	AICTE	72.12%
BBA	2019	Sinhagad Institute	Pune University	68.16%
HSC	2016	BMCC, Pune	Maharashtra Board	67.38%
SSC	2014	Pravara Public School	Maharashtra Board	74.80%

SKILLS

Personal skills	Versatility, Empathy, Collaboration
Certifications	Digital Marketing, Career Edge Course by TCS
Hobbies	Writing Poetry

EXTRACURRICULAR ACTIVITIES

PGDM - 2020

- Part of the Media & Marketing Committee at Lexicon MILE.
- Was one of 21 selective students on the volunteer team for the Induction Program
- Performed "Mime Act" at the Pune Mirror Bharat Leadership awards.

BBA - 2016-19

- Represented Sinhgad College, Erandwane at Inter College Events as a Campus Representative.
- Volunteered for National Service Scheme.
- Headed the NSS Special Winter Camp for 7 days each for 3 consecutive years of 50 students in each camp.
- Was a part Student Welfare Department.

❖ Recently been on the world's largest entrepreneurial train tourney called JAGRITI YATRA.

ACHIEVEMENTS

PGDM - 2020

- Awarded as the "Student of the Month" (May 2021) by Lexicon MILE college.
- Was recognized as "The Best Volunteer" among 21 volunteers during Induction Program.

Internshala

- Ranked 5th best performer among 17000 Internshala student partners working as Campus Ambassadors in India.

BBA - 2016-19

- Awarded "Best Outgoing Student" of batch 2016-2019 in BBA.
- Awarded as Best Student of NSS in 2018 & also Best Student of Student Welfare Department for 2 consecutive years in 2018 & 2019.

PERSONAL DETAILS

Address: Row House no. 1, Venus Park Society, Bawdi road, Wagholi, Pune 412207

DOB: 28th December 1998

Marital Status: Single

Languages: English, Hindi, Marathi



