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Career Objective

I'm looking for challenging opportunity that effectively utilize my potential to work in an competitive world. To be a part of professional team, to enrich my knowledge and experience to good industry professional.

Work Experience

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|---------------------|---|
| Name of the company | Benchmark Computer Solutions Pvt ltd partner company Brightcove |
| Duration | October 2022 – June 2023 |
| Designation | Business Development Executive |

Job Responsibility

- I worked in Benchmark computer solution pvt ltd partner company Brightcove for 9 months.
- My work includes the calling, generate leads and convert them.
- Tools used is Outplay for email campaigns.
- Try to fix meeting and generate revenue for company.
- Doing market research before calling, Email drafting, WhatsApp messaging etc
- Sending proposals to the qualified leads or those who are interested to set up a meeting,
- Pitch products to different verticals like Ecommerce, media, banking sector, pitch product to IT software company also etc.

Skills Developed

- Market research
- Multitasking
- Sales and marketing
- Cold calling
- Presentation skills
- Ms PowerPoint, word
- Communication
- Listening skills
- Worked in team as well as individual

Academic Qualification

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| Masters of Management Studies (2020- 2022) | Bharati Vidyapeeth's Institute of Management Studies and Research Specialization – Marketing |
| Bachelor of science (2016 – 2019) | Ramnarain Ruia Autonomous College of Arts and science, Mumbai. CGPA – 8.47 Specialization – Biochemistry |
| Higher Secondary SchoolCertificate (2015-2016) | Gurunanak Khalsa College of Arts Science and commerce Percentage -60.77 Stream - Science |
| Maharashtra State Board of Secondary Education (2013- 2014) | A.M.K. Premier high Percentage -85.40% |

| Additional Qualification | |
|---|---|
| Advanced Diploma in Food Science and Quality | Ramnarain Ruia Autonomous College of Arts and Science, Mumbai Percentage – 80.71 |
| Maharashtra State Certificate Information Technology (MS -CIT) JULY 2014 | Total Marks – 91/100 |

| Internship | |
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| Dukes Ravi Foods (17 th may 2021 – 17 th July 2021) | <ul style="list-style-type: none"> Task was performed as such Digital surfing, working on competitor, Campaign thoughts, analysis of duke's products. |
| Gokul Dairy (14 may 2018-13 June 2018) | <ul style="list-style-type: none"> Milk testing, Microbiological testing, Milk Reception, Processing and packaging |
| Raghuvanshi Khaman and Farsan Mart (2 may 2018-13 may 2018) | <ul style="list-style-type: none"> Overall production, Managing Packaging department, Quality control department |
| Mahanand Dairy (23 October 2017- 7 November 2017) | <ul style="list-style-type: none"> Milk testing, Microbiological testing, Plant Training |
| Jeevan Chemical and Pharmaceutical (2 nd may 2017 – 18 May 2017) | <ul style="list-style-type: none"> Analytical testing, Microbiological testing, Moisture Content, Tap |
| Extra-Curricular Activity | |
| NSS | <ul style="list-style-type: none"> Participant |
| Appetizer | <ul style="list-style-type: none"> Organized by Department of Biochemistry, Food Science and Quality Control at Ramnarain Ruia Autonomous College of Arts and Science |

| Certifications | |
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| The Fundamentals of Digital Marketing | <ul style="list-style-type: none"> Google Digital Unlocked |
| Digital Marketing & Analytics Diploma | <ul style="list-style-type: none"> Basic Introduction to Digital Marketing |

