

Curriculum Vitae

Name : AshishPandey

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To work with reputed organization in a position which will allow me to develop and utilize my versatile skills and add demanded value to the organization.

CORE COMPETENCIES

✓ Target Oriented	✓ Team Work/workaholic	✓ Public Speaking
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WORK EXPERIENCE

- Currently working in BMC Consultancy Services Pvt. Ltd Pune Sales and Marketing Executive for about 3.11 years (2016 – Present)

Position - Business Consultant- Sales

Key Role-

- Client engagements, strengthening analytic and project management skills Working knowledge of CRM- Salesforce for easy and user friendly operation advising clients on intellectual property management best practices Supporting business development and sales process with technical and business knowledge
- Understating clients requirement and accordingly give them services and close the deal
- Achieve growth and hit sales targets.

- Worked as a Sales and Marketing Executive in Coretech Solutions KarveNager, Pune for about one year (2015-2016)

Position - Senior Sales Executive

Key Role-

- Team Handling
- Identifying the prospective lead, Execute product presentation, Negotiation and Closing the deal
- Implementation, Training and after sales service Maintaining and expanding the database of prospects for the organization

ACADEMIA

Education	Year of Passing	Institute	University / Board	Percentage
PGP	2013-14	MIT College Of Management, pune	Autonomous	60
MBA	2013	MIT College Of Management, pune	Punjab Technical University	61%
B.C.A.	2011	Shantiniketan College Bilaspur (C.G.)	G.G.U. University, Bilaspur (C.G.)	62
12th	2008	GyanBharati School Janjgir (C.G.)	C.G. Board (C.G.)	67%
10th	2005	GyanBharati School Janjgir (C.G.)	C.G. Board (C.G.)	59%

PROFESSIONAL ENHANCEMENT

Summer Internship Project

Title: Market Survey.

Duration: 15th may2013- 1st July, 2013.

Company: Venus Wire PVT. LTD. (Mumbai)

Description: Worked as a Marketing Intern with the Marketing Team.

Objectives:

- To study marketing strategies.
- To study the pricing policies.
- Selling the products

Winter Project

Title: Studying consumer behaviour.

Event: 'SabseSaste 5 din'

Duration: 23rd – 27th Jan, 2013.

Company: Future Group, Big Bazaar (Hadpser,PUNE)

Description:

- Worked as a sales trainee in Fashion Apparels Section
- **OBJECTIV-**
- Try to understand Consumer behaviour
- Deal with customer as well as consumer

Induction Project

Title: Brand Promotion of T24 Sim Cards

Event: 'SabseSaste 6 din'

Duration: 10th -15th Aug, 2012

Company: Future Group, Big Bazaar
(Fatimanagar,PUNE)

Description: Woeked as a sales Trainee in T24 sim Card. Dealing With Customer & Updating them About new offers on the product.

SEMINARS AND WORKSHOP

- ✓ Attended 3rd National Level Seminar on “Career & Opportunities: Agriculture & Food Business”, organised by MIT College of Management & MCCIA, on 8th March 2013.
- ✓ Attended workshop on Entrepreneurship Development: “Nurture Talent” by Mr. Siva RangaSwamy organised by MIT College of Management, Pune on 7th & 8th January, 2013
- ✓ Attended the International HR Colloquium and Research Conference: ‘HR Redefined’, organised by MAEER’S MIT College of Management and MCCIA, at MIT campus, Pune on 24th & 25th August 2012

CO-CURRICULAR ACTIVITIES

- ✓ Worked as a Volunteer for “Rotary Club” (‘NIRMALYA COLLECTION PROJECT’ In Ganesh Festival) on 18th Sep, 2013.
- ✓ Worked as a Volunteer for “Rotary Club” (POLIO Free India Camp) on 23rd and 24th Feb, 2013.

PERSONAL DOSSIER

Computer Literacy: D.C.P.A. M.S. WORD

Languages Known: Hindi, English.

Hobbies-Acting, Mimic & Dancing

Communication Address: Flat no 301 3rd Floor, megh malhar raga, Chandni Chowk Road Opp. To HP petrol pump, Bh. Maratha Mandir Hall, Bavdhan, Pune, Maharashtra 411021

Permanent Address- New Chandaniyapara ,Link Road ,Janjgir, Chhattisgarh