
PURPOSE STATEMENT: To uplift myself on continual basis resulting in to benefits for my Organization, Society, & Nation.

SYNOPSIS

- Eight months of experience in teaching as a lecturer.
- About three year of experience in forging business partnerships and establish beneficial relationships with key players in the industry.
- Currently associated with SRTM University as Lecturer in commerce & management sciences.
- Expertise in Project marketing/Management, International business & B2B marketing.
- Adroit at implementing company policies thus enhancing the work culture.
- An Out-of-the-Box Thinker with a proven track record of Teaching, B2B marketing, streamlining workflow & creating a teamwork environment to enhance productivity for reputed organizations.

ACADEMIA

- Registered for Ph.D in Management in 2009.
- MBA (Marketing) from Bharti Vidyapeet's I.M.E.D. in 2006.
- PGD-Foreign Trade from Pune University in 2006.
- B.E. Mechanical from S. R.T. Marthwada University, Nanded in 2003.

WORK EXPRIENCE

1. Teaching experience:-

- Presently Working as Lecturer in School of Commerce & Management Sciences in Swami Ramanand Teerth University from last seven months. Delivering lectures in International business, Operations Management, Project Management, etc.

2. Industrial experience:-

- Faber-Castell (India)Pvt Ltd. as a assistant manager for B2B & reporting to National Head.
- Luxor-Parker as a assistant manager in pharma B2B for brand Promotions.
- RIPL (Reliance Industries group company) earlier as Management trainee & later in to project division.

WORKSOP ATTAINED & SEMINARS

1. Attended national case writing workshop focused on case based teaching at Dewas in Madya Pradesh.
2. Presented paper in third national conference at latur on impact of recession on IT Industry.

INDUSTRIAL PROJECTS HANDLED

Title : Market research to Understand and analyze Buying Behavior of STD-PCO retailers

Organization : BHARTI CELLULAR LTD, PUNE.

Duration : 23rd May 2005 to 15th July 2005.

Description

- Handled summer project of Market survey of 300 STD-PCO retailers in Pune city.

- Understood retailer's mind set regarding the FCT connection; various reasons for taking the FCT connection by the retailers.
 - Knowing about the retailer's awareness regarding various features of FCT connection.
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Title : Collection of Market information

Organization : PRABHA INFO SOLUTIONS.

Duration : 16th July 2005 to 15th August 2005.

Description :

- Market research to find out market information, contacts and potential of credit co-operative societies (target customers of the company) in Nanded district.
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Title : Market research to gauge knowledge of vehicle owners

Organization : MINDA STONERIDGE INDUSTRIES

Duration : 15 December 2005 to 15th Jan 2005

Synopsis :

- Market survey of sample size 2000 in Pune city for the group of six students.
- Gauged the knowledge of vehicle owners about the instrument cluster of a vehicle and to generate awareness about the same.
- Analyzed the expectation of the people for better technology in instrument clusters and the vehicle as a whole.

INDUSTRIAL TRAINING/ ACADEMIC PROJECTS

- A study project on "Machining Performance Index" for knowing the performance of lathe machine.
- Presented seminar on MULTI POINT FUEL INJECTION SYSTEM (M.P.F.I) and its electronic control especially in cars.
- Attended in plant training at NRB Bearings, Aurangabad for one month.

BEYOND CURRRICULUM

- A study project prepared on "Business analysis of cellular companies".
- Editor, in-house Marketing journal of Bharati Vidyapeeth I.M.E.D.
- Participated in International Pune marathon for AIDS awareness.
- Directed and played lead role in skit in engineering college.
- Organized blood donation camp in engineering college.
- Participated in training camps organized by M.C.E.D.
- Undergone training of INSURANCE SURVEYOR of IRDA for one year.
- A project of installing new multi branded two-wheeler show room was prepared.

PERSONAL DETAILS

Date of Birth : August 15, 1982

Permanent address : Town market society, Near new monda, Nanded-431602 (Maharashtra)
(Phone: 02462-284671)