



EXPERIENCE

Work Experience

Company: Think and Learn Pvt. Ltd. (BYJUS)

Duration: 4 Months **Job profile:** BDA

Responsibilities:

It was an individual contributor role in an employee-oriented, high-performance environment that emphasizes spreading the BYJU's unique way of learning in given city.

My role was to start with contacting potential customers (parents and students) to set up meetings, counsel the students on learning pedagogies and the BYJUS personalized learning journey.

It was a Hybrid Model of Sales that gave me an exposure to the inside-sales and direct-sales.

Summer Internship

Company: Parag Milk Foods Pvt. Ltd.

Duration: 2 Months **Job profile:** Summer Intern

Responsibilities:

My task was to generate leads from Hotels, Restaurant & cafes. Analyze the leads and study current market trends.

Translate the company sales strategies into daily, monthly and annual sales targets.

Build customer relationships & identify problems in distribution channel.



EDUCATION

Master of Business Administration (66%)

University of Mumbai

June 2017 - June 2019

Bachelor of Computer Engineering (65.73%)

University of Pune

June 2012 - June 2016

High School 12th (77%)

State Board of Maharashtra

March 2010 - March 2012

School 10th (89.91%)

State Board of Maharashtra

June 2001 - March 2010



SHUBHAM MORGAONKAR

MBA Marketing



CAREER OBJECTIVE

Looking for an opportunity to work in a challenging environment to prove my skills and utilize my knowledge for the growth of the organization.



CONTACT

 7798867503 / 9689532234

 shubhammorgaonkar22@gmail.com

 Baner, Pune, Maharashtra



KEY ACHIEVEMENTS

- Managed key position as college Placement Comity Member during MBA
- Paper published in IJSRD Journal, 2016 "Cloud based Criminal Record Management by Graphical Authentication"



Certificates

1. Digital Marketing Certification from Internshala
2. Certificate in Microsoft Excel spread sheet
3. Google Analytics Certification
4. Hub Spot Email Marketing Certification



INTEREST



Linkedin Profile

<https://www.linkedin.com/in/shubham-morgaonkar/>