

Rajesh P Kulkarni

Date of Birth : 29.12.1991

Address

B 45 Hidkal Dam Tq- Hukkeri Dist- Belagum

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Objective

Obtain a challenging leadership position applying creative problem solving and lean management skills with a growing company to achieve optimum utilization of its resources and maximum profits.

Education

YEAR	COURSE	INSTITUTION	BOARD/UNIVERSITY	PERCENTAGE
2014-2016	MBA	Jain College of MCA and MBA	Rani channamma University	55%
2011-2014	B.B.A	People Tree Education society	Rani channamma University	66%
2008-2010	PUC(commerce)	Pacchapur Government college	10+2	66%
2008	10 TH	HDP high School	State	83%

Experience

1) Position- Just Dial Ambassador (Sales executive)

Organisation – Just Dial

Location – Bangalore

Date – 28.7.2016 to 31.12.2017

Responsabilites –

- Getting sales done
- Day to day client meetings
- Pitching the services of just dial
- Reaching the target every month
- Making sure to meet all shops owners of my targeted loction
- Listing all shop informations

2) Position - Direct Sales Associate

Organisation – Toppr Technologies pvt ltd

Location – Bangalore

Date – 21.1.2018 to 5.02.2019

Responsabilites –

- Cold calling
- Customer relationship.
- Fixing the targeted appointments for the day and coming days.
- Visiting the customer at thier door step on time.
- Counselling product demo and picthing to the students.
- Solving the querries of clients.
- Handling rejections.
- Negotiations.
- Package acivation.

Course - Digital Marketing

Academy – Web Marketing Academy

Skills

Sales, Marketing, MS Excel, Digital Marketing, SEO, SEM, Social Media Marketing, Email Marketing, Client Servicing, Inside Sales, Field sales, Product pitching

Personal Abilities

Self Motivated, Commitment to work, Quick Learner, Team Worker, Good Communication skills

Hobbies

Travelling, Sports, Listening to Music, Cricket

Personal Details

Fathers Name : Prakash N Kulkarni

Languages Known : English, Hindi, Kannada

Permanent Address : H No : B45 Hidkal dam tq : Hukkeri Dist : Belgaum, 591107

Declaration:

I hereby declare that the above given information are true and to the best of my knowledge.

Place: Belagum

Name – Rajesh Kulkarni

