



SIDDHARTH AMRUTKAR Male, 25

+91 7768095797
siddharthamritkar@gmail.com

Major: Marketing
Minor: HR

Objective : To seek challenging avenues where my knowledge and experience perfectly aligns with the organization's growth

WORK EXPERIENCE

JM Financial **March 19 - Present**

Real Estate Consultant

- Building and maintaining relations with potential customers and developers' sales team.
- Meeting the customers & help them shortlist the appropriate properties
- Helping the customer with documentation for loan processing, registration etc.

Global Market Insights **June 18 - July 18**

Research Associate

- Contributed to the research reports of chemical markets like 'Non-Alcoholic Beer' Market
- Worked on various sections of research report such as **Company Profiling**, Product Segmentation, **Regional and Industrial trends**, Pricing Analysis and Reporting of estimates
- Hands on experience in analysis tools - **SWOT**, **Porter's 5 Forces** and **PESTEL** Analysis
- Got awarded with the tag of '**The Most Outstanding Intern**' for the season, June-July 18

Saarthak Agro Industries **July 16 - June 17**

Business Development Executive (Sales)

- **Generation of sales leads** organically, as well as through customer referrals, Internet research, and cold calling for various accounts
- Organizing sales visits, demonstrating and presenting products, establishing new business
- Maintaining, updating and visiting top accounts to **strengthen customer loyalty**

EDUCATION

MBA GRADUATION	• Department of Management Sciences, Pune University (PUMBA)	8.3 CGPA	Pursuing
HSC	• Sinhgad Institute of Technology, Pune	67.68 %	2016
SSC	• Samata Higher Secondary School, Kannad (Medical Reason)	53.19 %	2011
	• Good Shepherd Academy, Chalisgaon	83.38 %	2009

CERTIFICATIONS & SKILLS

Product • Certification course on 'Optimizing Businesses with **Product Lifecycle Management**'

Sales • Hubspot Academy's '**Inbound Sales**' Certification Course from Udemy
• Currently doing 'Sales and Marketing for Online Businesses' course from Udemy

POSITIONS OF RESPONSIBILITY

Media & PR Head (PUMBA)

- Associated with the print media houses like **Business Standard** and **The Times Group**
- Active **Student Campus Reporter** of Business Standard for the year 2018-19
- **Planned** and executed Quiz-O-Hunt(2018), a marketing based intramural competition

Event Organizer

- Organized as well as **anchored** DHRUV- an intercollegiate cultural event in PUMBA(2018)

MESA (SIT)

- Arranging guest lectures along with managing manpower and effective administration

EXTRACURRICULAR ACTIVITIES		Level	Year
Academic/ Technical	<ul style="list-style-type: none"> Ranked 3rd in the Trimester-3 examination – PUMBA 	College	2018
	<ul style="list-style-type: none"> Finalist at SPJIMR's UNESCO commissioned competition – OjasX 	National	2018
	<ul style="list-style-type: none"> Presented Paper at National level Mechanical conference - NCIME 	National	2016
Sports	<ul style="list-style-type: none"> Gold in Rink Football - SP Jain's National level Sports Meet- Sprint 	National	2018
	<ul style="list-style-type: none"> Silver in NIRMA's National level Football Tournament - Parakram 	National	2018
	<ul style="list-style-type: none"> Captain of Inter-Department Football competition Winning team 	College	2015
	<ul style="list-style-type: none"> 2nd Runner-up in District Level 4x100m Relay Race 	District	2008
Others	<ul style="list-style-type: none"> Winner of intra-college Debate competition (Nukkad Pe Charcha) 	College	2017
	<ul style="list-style-type: none"> Nominated for conference round of SSB-interview for Indian Navy 	National	2016
	<ul style="list-style-type: none"> Finalist - ARK Robotics Competition held at IIT-Bombay 	National	2015
	<ul style="list-style-type: none"> Winner - NRC India Robotics Competition of Quad copter segment 	Zonal	2014
Social Activities	<ul style="list-style-type: none"> Active Teacher at Matruchhaya Balakashram- Orphanage in Pune 	District	2019