

# RESUME

**VINAYAKA P KALAL**

**MBA(Marketing& finance )(UBDT COLLEGE OF ENGINEERING)**

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**UBDT COLLEGE OF ENGINEERING LIC COLONY VIDYANAGAR DAVANAGERE**

## **OBJECTIVE:**

To work in an organization which provides opportunities for growth, learning and scope for the implementation of my skills and hence give my best to the organization. I am looking for Assignments in Sales & Marketing/Business Development/Distribution Management/ Channel Sales/Corporate Sales.

## **RESPONSIBILITIES:**

- Identifying the prospective corporate customers and developing a database.
- Approaching the prospective customers through telephone seeking an appointment.
- Team player with an ability to grasp new things.
- Strong analytical, problem solving and organizational ability.

## **SKILLS:**

- Innovative.
- Positive Attitude.
- Effective Inter-personal skills.
- Good in building & maintaining relationships.
- Problem solving ability.
- Strong counselling & convincing techniques.
- Good negotiation skill.

## **ACHIEVEMENTS:**

- Participated in various cultural activities.
- Conducted seminars on subjects related to commerce.
- I was the active member of Event organizing committee in the College.

## **INDUSTRIAL VISITS:**

- Garuda foods, Bangalore
- TVS motors, Hosur
- PSK Pharma Pvt Ltd Harihara

## **ACADEMICS:**

- MBA in Marketing and finance in UBDT Davanagere.
- Bachelor of commerce at St Alloysius College from Davanagere University with 76%.
- PUC at GOVT PU college , Savanuru with 57%
- S.S.L.C at MKET High school Harihar with 57%

## **CERTIFICATION:**

- Basics of Stock Market,
- Advanced Excel,
- Selling and Negotiation skills.

## **COMPUTER PROFICIENCY:**

- MS Office
- MS Excel Basic
- Tally

## **EXPERIENCE:**

- Company name : KOTAK LIFE INSURANCE Pvt Ltd
- Designation : Manager
- Department : APC Channel
- Roles : Identifying & Recruiting Advisors,conducting business opportunity programs, Business development.
- Duration : 26<sup>th</sup> August 2019 to 27<sup>th</sup> August 2020

## **PERSONAL DETAILS:**

- Date of Birth : 18<sup>th</sup> August 1996
- Marital status : Unmarried
- Nationality : Indian
- Languages known : English, Kannada, Hindi

The information provided in this profile is true to my knowledge.

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Date:

Vinayaka P Kalal

Place: