

AKSHATA NARAYAN GHADI



CONTACT

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04/12/1999

OBJECTIVE

To pursue my career in progressive and professionally managed organization, where I can enhance my knowledge and give my best to the organization

SKILLS

- Communication Skill
- Presentation Skill
- Computer Skill

REFERENCE

- **Ravi Jadhav - Regional Head**
One97 Communication LTD

8197777757

LANGUAGE

- ✓ English, Hindi, Marathi, Kannada

EDUCATION

Gomatesh High school Belgaum

SSLC
81%

2014-2015

Jain PU College Belgaum

PUC
60%

2016-2017

Govindram Seksarian Science College Belgaum

BSC
72%

2017-2020

Bharatesh Global Business School Belgaum

MBA
86%

2020-2022

EXPERIENCE

One97 Communication LTD

Key Account Manager

1year Experience

- Responsible to acquire key merchants (Large standalone account, multiple store/MID account, city/regional chains) for payment solutions.
- Responsible for retention and cross sales of other products.
- Managing entire sales cycle including onboarding merchant with business documents.

Bajaj Allianz Life insurance co. Ltd

Executive sales manager

1year Experience

- Responsible for quality team development and playing important role in expanding the market
- Building distribution network : build a robust and profitable distribution network of advisors
- Productivity and activation: To manage productivity and activation of the advisors within team
- Recruitment of the advisors to ensure growth and productivity
- Responsible for increasing shares of business by offering entire range of products by achieving monthly, quarterly and annual target
- Managing product mix, persistency, lead conversation %,etc
- Managing accurate maintenance and updating database
- Achieving goal sheet & contest achievement on weeks basis

PROJECTS

Corporate Etiquette

Project on corporate Etiquette at Keerti Hotel

Service Marketing

Service Marketing Project in Keerti Hotel

Influence of Capital Structure on Firm Profitability at Enerzi Microwave System PVT. LTD

Study Focused on Analysis of Firm Profitability at Enerzi Microwave System PVT. LTD, to produce suitable remedies to improve the performance of the company regarding capital structure and it's management

ACHIEVEMENTS & AWARDS

- ✓ National level quiz competition in physics 2020
- ✓ Quiz on Solid State Physics certificate in 2020
- ✓ Participated in 2days national conference on Nano materials for sustainable development in 2019
- ✓ participated in promotional Campaign, of FinTech product loan book certificate in 2021
- ✓ Participated in the Nation-wide Financial markets Quize 2021-2022
- ✓ Participated in "One Day Workshop AI/ML/Deep Learning - synergising industry and academia " on 24th April 2022

ADDITIONAL COURSE

- Computer Course in Master Wits (Ms-office, Tally ERP 9, C program, HTML)
- Communication Skills Course from TCSION
- Fundamental of digital marketing from Google Digital Garage
- Retail management from NPTEL
- Content Marketing Fundamental from SEMRUSH Academy
- Risk Management in financial sector from TCSION
- Supply chain planning and scheduling from TCSION
- Advanced competitive research exam from SEMRUSH Academy