

Name: Tanya Tripathi

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Career Objectives

To secure a challenging position in a dynamic organization where my skills can be utilized to contribute to the success of the company, while also providing opportunities for personal and professional growth.

Work Experience

Organization: BlueScope AV Technologies Pvt. Ltd

Duration: 1st April,2024 to 4th September,2024

Designation: Business Development Executive

Responsibilities:

I have extensive experience reaching out to potential leads through various channels such as email, phone, text, and social media. Proficient in customer engagement, sales presentations, and order processing. Consistently maintains client relationships, monitors market trends, and present and sell company products and services to current and potential clients. prepares detailed reports.

Educational Qualifications

MBA: Pursued PGP-MBA from ISMS SANKALP BUSINESS SCHOOL under the University of Pune(SPPU) with Triple Certification. (2022- 2024)

Pursued MBA in the field of marketing with a major specialization.

Pursuing BTEC Level-7 Extended Diploma in Strategic Management & Leadership from PearsonUK as International Certification program along with MBA.

Completed Self- international certification in marketing essentials

Graduation: Completed Bachelors Of Commerce from Vivekanand College under Pt. Ravishankar Shukla University, Raipur, Chhattisgarh(2019-2022) with 80.17%

HSC: Completed HSC from Kendriya Vidyalaya No.1, Raipur (2019)

SSC: Completed SSC from Kendriya Vidyalaya No.1, Raipur (2017)

Summer Internship Program Details

Company: Amul India

Project Title: Market Expansion Strategy for Amul Products

Duration: 2 Months

Description:

While doing Summer Internship, I conducted market research for the targeted market's of allocated Amul products, and I have converted the new market for targeted Amul products, as well as looking at the inventory levels and order data for the targeted products that the company has designated.

Key Skills & Exposure

Attended industrial visits like Cotton king, JNPT Mumbai, Bamboo India, Parle-G Pune to analyse that how industry works as it is a part of my MBA Program. Also attended and analysed the process of media in Sakal papers. The industrial visits helped us to understand industry trends, and gain insights into different organizational structures and cultures. Apprehended marketing strategies which helped me to develop Management skills like Interpersonal skills, Problem Solving, and Professional behaviour.

Participated in Extracurricular activities in college and acquired skills like Team work, Heading a team & Presentation skills. Also participated in cultural programmes conducted in college.

Other Certifications and achievements

Participated in Women's Cricket and won silver medal

Hobbies

As a part of my hobby, I like to do dance and I have participated in various events and competitions, also like to cook.

Personal Details

Date of Birth: 24/03/2001

Languages Known: English, Hindi

Permanent Address: New Rajendra Nagar, Vijeta Complex HIG Block 06, Raipur(C.G.)

Date: 06/09/2024

Place: Raipur

Signature

