

**UJJWAL CHAUDHARY**[uchaudhary474@gmail.com](mailto:uchaudhary474@gmail.com) | +91 7351439883

MALE | 23 | DOB: 02/10/2001 | BUSINESS DEVELOPMENT ASSOCIATE

**OBJECTIVE** To work in an organization as a professional, where I can contribute to the organization's growth and profitability with my skills and in turn get an opportunity to gain exposure and expertise that would help me to build a promising and successful career.

**KEY COMPETENCIES**

Strategic Thinking, Negotiation, Marketing &amp; Sales, Business Development, Market Research

**JOB & SUMMER INTERNSHIP**

<b>abCoffee</b>	<ul style="list-style-type: none"><li>Conducted market research and identified <b>100+ optimal locations</b> for new abCoffee stores.</li><li>Developed strategic Corporate partnerships to <b>increase Sales and Brand Visibility</b>.</li><li>Evaluated potential sites based on foot traffic, <b>competition</b>, and demographics to ensure successful store launches.</li></ul>	JUN 2024 - Present
<b>Corteva Agriscience</b>	<ul style="list-style-type: none"><li>Organized <b>ATL</b> and <b>BTL</b> activities in the prime villages with focused liquidation target</li><li><b>Product benchmarking</b> and <b>Competitor Analysis</b> study via survey of 400+ farmers</li><li>Conducted daily meetings, interacted with more than <b>800 farmers</b></li><li><b>Generated leads</b> for Galileo which were further closed as customers</li></ul>	JUL 2023 - AUG 2023

**EDUCATIONAL BACKGROUND**

<b>MBA</b>	NIFTEM- Kundli	Marketing and FABM	7.43	2024
<b>B.COM</b>	MJP Rohilkhand University	-	54%	2022
<b>XII</b>	Little Scholars School, Kashipur, Uttarakhand	Commerce	62%	2019
<b>X</b>	Little Scholars School, Kashipur, Uttarakhand	-	7.4	2017

**ACHIEVEMENTS, CERTIFICATIONS & AWARDS**

<b>ACHIEVEMENTS</b>	<ul style="list-style-type: none"><li>Secured first position in Football during Winter Sports 2022,2023 organized by NIFTEM Sports Society.</li><li>Runner up in Football at IIM Lucknow Inter College League 2024</li></ul>
<b>CERTIFICATIONS</b>	<ul style="list-style-type: none"><li>Google <b>Digital Marketing</b></li><li>Business Development: <b>Strategic Planning</b></li><li>Marketing Foundation: <b>The Marketing Funnel</b></li></ul>
<b>AWARDS</b>	<ul style="list-style-type: none"><li>Won Gold Medal in Football during Niftem Sports League 2023</li></ul>

**SKILLS & HANDS-ON EXPERINC**

- TECH SKILLS:** Adobe Photoshop, MS Word, MS Excel, MS PowerPoint
- NON-TECH SKILLS:** Interpersonal Skills, Negotiation, Adaptability, Time Management, Teamwork

**CO-CURRICULAR ACTIVITIES**

- Village Adoption Program, VAP (DEC 2023)
- Active Volunteer at ICMANES 2023

**POSITION OF RESPONSIBILITIES**

- Captain of Football team.
- House Captain at Little Scholars School.

**PROFESSIONAL AREAS OF INTEREST**

- Sales and Marketing
- Business Development
- Market Research
- Brand Management

**LANGUAGES KNOWN**

English, Hindi, Punjabi

**PERMANENT ADDRESS**

Ward 19, Thakurdwara, Moradabad (UP)- 244601

