



# RAJAT SALUJA

## CONTACT

@ rajatsaluja04@gmail.com

8250394617

Budha near saraswati mandir asansol  
713301

<https://www.linkedin.com/in/rajat-saluja-627a691a0>

## SKILLS

- Critical thinking and problem solving.
- Teamwork and collaboration.
- Professionalism and strong work ethic.
- Oral and written communications skills.
- Leadership.

## ACHIEVEMENTS & AWARDS

Won intersection college competition  
OLE.

Won 2nd prize in Brand wars as a part of  
the team.

Won 1st prize for several dramas and  
skits at our school annual functions.

## LANGUAGE

English

Hindi

Punjabi

Bengali

## PERSONAL DETAILS

Date of Birth : 04/10/1996

Marital Status : Single

Nationality : Indian

## EXPERIENCE

### Oyo weddingz

24/04/24 - 01/08/24

Venue manager

Here at oyo weddingz, my job role is handling the B2B segment as well as the B2C segment.

In the B2B segment my basic job role is to on board various venues in our portal while cold calling and physical visits and doing their end to documentation, thereby completing the onboarding process

In the B2C segment my basic job role starts from calling the leads, arranging a few meetings with them and finally persuading them to choose my venue for the upcoming event thereby handling the end to end direct sale.

### Cars24 financial services private limited

March '2021 - June '2022

Key Account Manager

I was working as a Key Account Manager in Cars24 Financial services pvt ltd B2B Vertical, handling the whole of East region & Northern parts of Uttar pradesh and providing finance facility to the second hand car dealers who are already doing business with cars24.

Along with that, i am also looking after the consumer financing aspect of the company i.e B2C vertical since february 2022, where I am directly providing consumer finance to the customers who are looking for finance facility while purchasing their second hand cars .

My experience in the business industry has given me the ability to gain an understanding of how to apply these skills effectively. The skills and experiences I have developed include, but are not limited to, effective Administration with team members and clients across all levels of an organization including customers and management on a daily basis while maintaining a positive attitude in stressful situations. Working in different industries has helped me grow as a person and my understanding and respect for others and their ideas has greatly enhanced my abilities. The most important is that i strive to achieve my goals and complete all that i set.

### Bajaj finserv

March '2019 - January '2020

Fos officer

I was working as a fos officer in bajaj finserv for my apprenticeship. The main objective was to provide consumer durable loans to various customers and also sell various cross selling products of my company to the customers who were willing to take the consumer durable loans from my company.

## TARGETS

The targets change every month depending upon the calls taken by the senior management. But on the whole I've always been successful in accomplishing my targets every month . On an average I have been able to onboard atleast five dealers every month into the dealer financing programme i.e. B2B since I've been working here. In the consumer financing scheme i.e. B2C I've successfully Disbursed on an average around 9 files every month. I've been actively learning and evolving myself to achieve higher numbers every month.

## EDUCATION

## Bengal Institute of Business studies

2020

MBA  
7.28 CGPA

## Kazi nazrul university

2015 - 2018

BBA  
68%

## Doon public school

2013 - 2015

Class XII  
83%

## Doon public school

2012 - 2013

Class X  
7.8 CGPA

## PROJECTS

### Brand Wars

Was a member of the survey team of a new hair oil based brand called BACK TO BLACK (B2B) where we had to conduct several primary and secondary researches for the competition. My team won the runner's up trophy.

### Phoenix

An event in which research on flipkart was done, on which we had to analyse its corporate strategy, competitive strategies and growth policies. Findings were analyzed and a PowerPoint presentation was made and the final presentation was delivered on the stage with the group as a member of recruiter of that company.

### City Scan

An event where we were asked to scan the wholesale market for an entire day and find out relevant findings on Howrah Fish Market. After that primary research, we presented the market with the help of a PowerPoint presentation in front of the judges.

### Start-up Challenge

A two day startup plan was introduced by our college, where we procured some raw materials of pasta and sandwiches and sold them to the common people .

### Theme Day

An event where our group was given a FMCG company called Del Monte, on which we had to conduct research and present our findings in front of the judges.

## INTERESTS

- Biking
- Surfing through internet
- Cooking

Rajat Saluja

RAJAT SALUJA