

NIKHIL JAIN

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Kalan INDIA
21/Oct/1997

Summary

I am hard working and ambitious individual with a great passion for the industry. I am able to handle multiple tasks on a daily basis. I use a creative approach to problem solve. I am dependable person who is great at time management. I am always energetic and eager to learn new skills. I am seeing a full time position in the industry in which I can put into practice my knowledge and experience, ultimately benefiting the operations of the organisation that I work for.

Education

GLA UNIVERSITY, MATHURA

2018 - 2020

MBA (Marketing, International Business)

GLA people take on audacious problems, bring imaginative new approaches to solving them, and work collaboratively to advance knowledge and make meaningful contributions to our world.

CPI :- 6

GLA UNIVERSITY MATHURA

2015 - 2018

B.Com (Hons.)

CPI :- 6.3

Experience

Expletus Media Pvt. Ltd.

2021 - 2022

Business Development Manager

I have 6 month experience as a business development manager at expletus media private Ltd. At Delhi, where I have to deal with 60 leads per day call them take follow up from them, take recording of calls upload them in drive, search out new potential client of particular sector by find out their all details from various sources of search engines, how to use LinkedIn in bulk, email extractor, details

extractor, leads review on the basis of their number, how much they are relevant and knowing the sites which is relevant site that gives the best data and relevant data about that particular person or company (i have to do entry and search out 300 new leads per day), then present them the idea about our product, beneficiary side, give live demo using Google meet link, apply demo using their number so that bring trust and total understanding to the client, every day at the end of the day every entry from lead to talk whether it's voice talk, email talk, what's app talk, using of gmail mass also I get to know here everything to be executed in the Excel sheet. I also have experience of handling operation here, i have to deal with vendors, execute campaign, regularly check panels, everything work fine or not, sort out sales team query, client query, operation is being main part between what's the service which we giving to our client will be going in smooth and fluent way no obstacle should be there or make their work slow. I will use this past experience as my strong point and make sure I will be main part and surely help in growing your company.

Skills

Computer skills (having knowledge of MS WORD, MS EXCEL, TALLY, LINUX POWERPOINT).

TYPING SPEED :- 62 wpm - 65 wpm

Management Skills.
Active Listening.
Motivating.
Stress Handling Skills.

Languages

HINDI :- Native

ENGLISH :- Proficiency

Interest

Travelling, Gaming (Solving riddles),
Playing Musical Instruments,
Playing Sports.

Awards

- Scholarship.
- Getting participation certificate in University.
- Attend various workshops in University on (stress management, active listening, intellectual activity,
- building internal skills, Google Web designing and email designing workshop, workshop on motivation builder,etc.)
- Take session or guest lecture by MBA HR and marketing side leaders about there working background or how they deal with problems in day to day operations.
- Take guest lecture of Entrepreneurs about there building or establishing empires.
- Attend workshop on management with environment or eco friendly as a part of it.

Elegance Enterprises

6 April 2022 - 6 July 2022

Sales Specialist

I have 3 month experience as Sales Specialist in Elegance Enterprise. Here I have to call daily 100 leads, with spend 2 min minimum to 20-25 min on call and provide them good information and make a tie note for selling a land because this is real estate company and here owner or client invest more on you, what you tell rather than land. After calling i have to make them for site visit(we have 3 project upto now, vrindavan,shivalik, tapovan). In full weekend we call the leads, make them aware about our farmland with premium amenities and on Saturday or on Sunday we make for a site visit for the client where we all sales team go to all 3 sites and interact directly with client, feel the nature with land, make them aware about soil, land, society, near by areas and all the things. So in this 3 month experience i deal or interact with face to face with 150-200 clients and owners of land and i have pretty good and confident experience, how to sales and close the deal.

7. Attend workshop of financial analysis of accounting management role in management.

8. Attend workshop on language as a barrier in communicating in managing the work and workers by Stanford University Professor.

Projects

RPR PROJECT

2020 - 2020

RESEARCH PROJECT ON AWARENESS AND PERCEPTION OF HUMAN SOCIETY TOWARD INSURANCE AFTER COVID-19 PANDEMIC.

In this report, we study about :-

1. To know the awareness of people's about insurance.
2. To know how much change in their perception after the entry of COVID 19 pandemic.
3. To know the role of life and health insurance in people's life.
4. How much they prefer these insurances in this current scenario.
5. Main need is to know that is there really any change in the mind of peoples towards health and life insurance.

INTERNSHIP IN GINNI FILAMENT LTD.

3/06/2019 - 2/07/2019

TO SEE THE MARKET GROWTH OF GINNI FILAMENT IN COMPARISON OF THE TEXTILE INDUSTRY IN INDIA.

In this project, i have to analysing balance sheet.

Inside country distribution growth and export growth too.

See and take insights of machine works and production facilities.

When to capital and new technology introduced.

Comparison with competitors too with market ratio analysis.

