

OBJECTIVE

To find a challenging and rewarding role in industry that aligns with my values, skills, and interests, and offers opportunities for advancement and personal growth.

EXPERIENCE

CEASEFIRE PVT. LTD.

20 Aug 2024 - Present

Management Trainee

Key Responsibilities:

- Sales and Business Development: Identify and pursue new sales opportunities.
- Customer Engagement: Build relationships with customers, understand their needs.
- Product Knowledge: Develop expertise in fire safety products and services.
- Quotations and Proposals: Prepare and present customized solutions.
- Negotiations and Closures: Negotiate and close deals.
- Account Management: Manage existing customer accounts.
- Sales Target Achievement: Meet or exceed sales targets.
- Market Intelligence: Gather market insights, competitor analysis.

Internship with Greenply

January 2023 - 28 Feb 2024

Internship Experience:

- Opportunity to work with a well-established company in the wood products industry
- Exposure to various departments such as marketing, sales, and production
- Hands-on experience in tasks such as market research, data analysis, and customer interactions
- Supportive and experienced mentors.

Key Learning

- Industry knowledge and trends
- Marketing and sales strategies
- Data analysis and interpretation
- Communication and interpersonal skills
- Time management and organization

PROJECTS

CUSTOMER SATISFACTION TOWARDS BURGER KING IN VARANASI

In conclusion, Burger King's customer satisfaction can be summarized as follows:

- Strengths:
 - Convenient locations and extended operating hours
 - Friendly and attentive staff
 - Wide variety of menu options, including vegetarian and vegan choices
 - Quick service and efficient ordering process
- Weaknesses:
 - Food quality can be inconsistent across locations
 - Limited healthy options and high calorie counts
 - Self-service kiosks can be slow and unresponsive
 - Cleanliness and maintenance of dining areas can vary

Overall, Burger King's customer satisfaction ratings are generally positive, with customers appreciating the convenience, variety, and value offered by the brand. However, there is room for improvement in terms of food quality, healthy options, and dining area maintenance. By addressing

these areas, Burger King can further enhance the customer experience and increase loyalty."

EDUCATION

SCHOOL OF MANAGEMENT AND SCIENCES, VARANASI

2022-2024

Master in Business Administration

Grades - **64%**

VEER BAHADUR SINGH PURVANCHAL UNIVERSITY

2017-2020

Bachelor Of Commerce

Grades - **54%**

GLORIOUS ACADEMY, VARANASI

2016

Inter Mediate

Grades - **64%**

SKILLS

Command on MS office

Knowledge of Advance Excel(VLOOKUP, HLOOKUP, PIVOT TABLE)

Strong work ethics

Relationship Building

Creative thinker,

ACTIVITIES

Attended Workshop and Soft skill development program

Actively participated in Investor meet session