

# Mangesh Vishwakarma

I am an enthusiastic and highly motivated individual eager to launch my career in the banking industry. As a recent graduate with a Master of Business Administration from Nagpur University, I have developed a strong foundation in financial concepts and possess the key skills necessary to excel in the banking sector.

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## EDUCATION

### Master of Business Administration

Rashtrasant Tukadoji Maharaj University,  
Nagpur

08/2020 - 08/2022

80%

### Bachelor of Business Administration

Hislop college , Nagpur

07/2016 - 08/2019

66%

## WORK EXPERIENCE

### Executive- Client Aquisition

IndiaMart

01/2023 - 04/2023

Delhi

*Achievements/Tasks*

- Client Engagement: Initiating contact with prospective customers through phone calls, emails, and in-person meetings to present IndiaMART's services and solutions.
- Sales Presentations: Prepared and delivered compelling sales presentations and proposals to potential clients, showcasing the value proposition and advantages of IndiaMART's platform.
- Customer Relationship Management: Maintained strong and positive relationships with existing clients, addressing their queries, and ensuring their satisfaction with IndiaMART's services.

### Intern

Anutara Nidhi Ltd.

08/2021 - 10/2021

Nagpur

*Achievements/Tasks*

- Assisted customers with opening accounts and signing up for new services.
- Made customers aware of current and new services.
- Managed customers on ongoing basis to maximize customer retention.

## SKILLS

Customer Relationship Management

Financial Products Knowledge

Sales and Cross-Selling

Team Player

Negotiation

## PROJECT

Study of Brand Management in Gymshark  
(01/2022 - 05/2023)

MBA

Study of Blue Chip Stocks (01/2019 - 05/2019)

BBA

## CERTIFICATES

Principles of Management (06/2021 - 10/2021)

NPTEL

Developing Soft Skills and Personality  
(08/2021 - 10/2021)

NPTEL

## LANGUAGES

Hindi

Full Professional Proficiency

English

Full Professional Proficiency

Marathi

Full Professional Proficiency

## INTERESTS

Trading

Fitness

Travelling