

# SURAJ DAYANAND POTDAR

DATE OF BIRTH : 23/09/1993

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## CAREER OBJECTIVE

To be a part of a journey driven by a professionally managed organization, fuelled by a challenging career, passionate learning and an ultimate desire to reach the highest peak.

## SCHOLASTIC RECORD

Education	Year	Institute	Board/University	Percentage
PGP (AFBM)	2015-2017	MIT College Of Management, Pune	Autonomous	64%
MBA (Marketing)	2015-17	Aditya Institute of Management, Pune.	Savitribai Phule, Pune University	61%
BBM Agri. (ABM)	2015	RCSM College of ABM, Sangli	MPKV Rahuri	67.90 %
HSC	2011	English School Mangalwedha Jr. College	PUNE	50.83
SSC	2009	English School Mangalwedha	PUNE	61.84

## Experience: Sales and Marketing

Company Name	Designation	Duration
Kan Biosys Pvt. Ltd.	Sales Officer	1 year
Monthly Services	Business Development Executive	2 Year 8 Months
Profcyoma Career Solutions	Business Development Executive	2 Year 6 Months
Oxitec Crop Science	Marketing Development Officer	6 Months

## ACADEMIC PROJECT UNDERTAKEN IN THE FINAL SEMESTER

**Title** : Study of Market Research & Lead Generation at iLeadFarmers Pvt Ltd.  
**Company** : - iLeadFarmers Pvt. Ltd. (Talkd.in)  
**Duration** : - 2 Months (23 May-22 July 2016)

**Description** : - I have completed my Summer Internship Program at iLeadFarmers. And my role was to find out the prospects and generating the leads for iLeadFarmers in the field of information technology and computer software. I learned lot of things at iLeadFarmers about inside sale, Lead Generation and aware about the corporate life.

## PROFESSIONAL ENHANCEMENT

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**Title :- Project**

**Company :-Big Bazaar, Future Retail Group**

**Duration :- 4 Days (23<sup>rd</sup> Jan -26<sup>th</sup> Jan 2016)**

**Description:-Took a knowledge about customers Behaviour and responsibilities of Store Manager**

**Title : -Project**

**Company : -Pantaloons, Aditya Birla Group**

**Duration :- 4 Days ( 12Aug-15Aug 2015)**

**Description:- Observed Functioning of Retail Outlet by being on floor and Interacting with Manager and Customers.**

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## ACHIEVEMENTS & AWARDS

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- ∑ Winner of College Profit Earning Competition “Growthcon”, 2016
- ∑ Winner of College Cultural Event “Pratibimb”, 2016
- ∑ Runner-up in Inter College sport event, 2016
- ∑ Winner of College in Treasure Hunt, 2016
- ∑ Winner of Inter College GK Quiz Competition, 2013
- ∑ First Runner-up of Inter College Profit Earning Competition, 2014

## PERSONALITY TRAITS

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- ∑ Good motivational skills
- ∑ Good skills in both written and verbal communication
- ∑ Ability to adapt to new surroundings
- ∑ Curiosity towards always learning new things
- ∑ Capability of multitasking
- ∑ Computer literacy – MS Office, Tally and Excel

## HOBBIES

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- ∑ Writing
- ∑ Interacting with new cultures
- ∑ Travelling & Movies

## Languages Known

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English, Hindi, Marathi, French (Level 1)

## Address

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A/P Sangola, Tal. Sangola , Solapur, 413307 Maharashtra.