



Curriculum Vitae



Full Name: Mahesh Bhapkar

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Specialization: Marketing Management

Minor: Finance Management

Education Detail :

Qualification	Institute	University/Board	Year	Percentage
PGDM Marketing	Indira School of Business Studies PGDM	Autonomous (AICTE approved)	2022-2024	pursuing
BBA	Vivekanand college, Aurangabad.	Dr. Babasaheb Ambedkar Marathwada University, Aurangabad	2021	74.00%
HSC(SCIENCE)	Sinhgad Jr college, Jalna	HSC	2018	51.85%
SSC	Bright Star English School, Partur.	SSC	2016	74.80%

Project Details

Company: Digital Marveled Pvt. Ltd.

Project Title: Sales and Marketing.

Duration: 2 Months.

Details:

- Generating the daily leads, nurtured existing and new leads, communicating schemes to the prospects,
- Learnt how create value for customers.
- Understood how to establish healthy network between company and customers.

Achievements:

- Learn how to deal with different people.
- Gained insights into customer-centric strategies and relationship building in a corporate setting.

Workshops/Certifications:

- Invest-Verse on the MF Bytes by HDFC MF.
 - Selling Skills Workshop: Participated in the workshop conducted by Mr. Puneet Raman founder of Prowisdom Growth and gained practical insights about selling and negotiation skills, and the sales funnel process.
 - Accomplished the Marketing Customer Segmentation course, showcasing a refined skill set in strategic targeting, data analysis, and segmentation strategies for precision in marketing initiatives."
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Extra-curricular activities

- "Negotiated and secured a favorable partnership with a prominent cake shop, resulting in a 15% discount exclusively extended to students of Indira College, showcasing effective negotiation skills and fostering beneficial collaborations."
 - "State-Level Handball Player, bringing dedication, discipline, and teamwork from sports to the corporate world."
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Skills/Competencies

- Creativity
 - Good interpersonal skill.
 - Team player.
 - Hard working
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Personal Details:

- **Address:** At. Post Anand wadi, TQ. Partur Di. Jalna 431501
- **Date of Birth:** 01/07/2000
- **Languages:** English, Hindi, and Marathi.

