

Denzil Fernandes

MBA –Marketing

Career Objective: My goal is to become associated with a company where I can utilize my skills and gain further experience while enhancing the company's productivity and reputation.

Professional Experience

Name of organization : Flinto Learning Solutions Pvt Ltd
Designation : Sr. Sales Executive
Duration : November 2020 – till January 2021

Job description:

- Initiating phone conversations with parents who showed interest for their kids to learn in Pre Schools.
- Diligently communicating and priming the lead through channels like email, whatsapp, SMS, calls
- Accountable for getting revenue for Flinto Learning program home classes to the students at a Pan India level and USA.
- Domestic and International Selling of Indian based Preschool classes .
- Demonstrating and explaining to the parents the importance of proper teaching at an early age by using fun based activities to improve the child's overall personality.
- Monitoring self-performance at all times while also contributing to the team performance, keeping track of factors like conversion factor, Average revenue generated per lead, Average revenue per sale

Location: Chennai, Work from Home

Professional Experience

Name of organization : WhiteHat Jr.
Designation : Sr. Sales Executive
Duration : March 2020 – October 2020

Job description:

- Initiating phone conversations with parents who complete the demo classes for their kids
- Diligently communicating and priming the lead through channels like email, whatsapp, SMS, calls
- Accountable for getting revenue for white hat jr by selling online coding classes to the students at a Pan India level.
- Domestic and International Selling of online coding classes .
- Demonstrating and explaining them the importance if coding languages like C, Java, and other languages
- Monitoring self-performance at all times while also contributing to the team performance, keeping track of factors like conversion factor, Average revenue generated per lead, Average revenue per sale

Location: Powai, Work from Home

Professional Experience

Name of organization : Euro Panel Products Pvt. Ltd.
Designation : Sales Project Executive
Duration : August 2019 – February 2020

Job description:

- Getting the deal done” using various customer sales methods along with the distributor.
- Building Relationship with Architects, Cladding Fabricators & Retail Aluminium stores
- Cultivating new prospects.
- Forecasting sales on a monthly basis and then evaluating their effectiveness.
- Trying to evaluate customers and their business potential needs and building productive long lasting relationships.
- Meeting personal and team / region sales targets.
- Researching assigned territory & generating or follow up through sales prospects.
- Report and provide feedback to management about the market scenario and competitors.
- Arrange for samples at project sites after meeting with site supervisors & fabricators.

Location: Navi Mumbai, Khopoli & Alibaug

Professional Experience

Name of organization : PRISM JOHNSON LIMITED RMC (India) Division
Designation : Sales Executive
Duration : April 2017 – February 2019

Job description:

- Getting the sale” using various customer sales methods (filed visits, cold calling, presentations etc)
- Forecasting sales on a monthly basis and then evaluating their effectiveness.
- Trying to evaluate customers and their business potential needs and building productive long lasting relationships.
- Meeting personal and team / plant sales targets.
- Researching assigned territory & generating or follow up through sales prospects.
- Attending meetings, sales events and training to keep myself updated of the latest developments in the concrete industry and build new leads.
- Maintaining and expanding client database within my assigned territory.

Location: Thane & Navi Mumbai

Professional Experience (16 months)

Name of organization : DOSA PLAZA
Designation : Assistant Marketing Manager
Duration : JULY 2013 – OCTOBER 2014

Job description:

- Providing support and planning Marketing Strategies for Franchises.
- Duties performed
 - Assessing Franchises marketing needs;
 - Handling day to day activities of Dosa Plaza’s social media pages;

- Coordinating with Designs Department and Marketing Department for marketing support;
- Product Launches on PAN India level.

Location: Sanpada

Professional Experience (10 months)

Name of organization : ARDOR TECH VENTURES
 Designation : Social Media Executive
 Duration : Jun 2012 – April 2013

Job description:

- Managed Social Media clients.
- Duties performed
 - Assessing client’s social media marketing needs;
 - Scheduling monthly performance meetings;
 - Sending monthly performance reports;
 - Handling day to day activities of client’s social media pages;
 - Staying updated on various new aspects on online marketing..
 It also involved constant communication with the client to get repeated feedback on the performance of all the social media pages.

Location: Nerul

Education

Year	Examination	Institution	Percentage Obtained
2017	PGDM - AIMA	SIESCO MS	70%
2012	BMM	ICLES, MJ College, Vashi	62 %
2009	HSC	St Mary’s Junior College, Vashi	59%
2007	SSC	Sacred Heart High School, Vashi	68%

Extra-Curricular Activities

- Represented College and presented paper research on “Role of Media in promoting Good Governance” at Two day National Seminar on Evolving trends and challenges before Mass Media. Date: August 28th and 29th 2009.
- Represented College on the “2nd National Conference of International Business Management”. The theme was “Globalization”. Date: 19th December 2009.
- Represented college football team in University matches.

Hobbies and Interests

- Writing and reading Articles, Blogs related to football.
- Listening to music
- Playing football & badminton

Personal Details

- Date of Birth : 02-09-1991
- Gender : Male
- Languages Known : English, Marathi, Hindi, Konkani
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I certify that the information given above is true.

Denzil Fernandes