

# Yogesh Kundu

## Objective

Motivated student eager to apply classroom knowledge to real-world experiences, with a strong willingness to learn and contribute. Effective communicator with a collaborative mindset, ready to bring fresh perspectives and a strong work ethic to any team.

## Experience

June 2023-july2023

### Intern

#### ***Universal precision screws***

*Rohtak ,IN*

- Developed relationships with customers to increase sales opportunities.
- Assisted in developing new business prospects by following up on leads generated from various sources.
- Followed up with existing customers regarding additional products or services that may be of interest.
- Attended training sessions on a regular basis to stay updated on changes in industry regulations.
- Greeted customers in a friendly, professional manner on the phone.
- Identified opportunities for upselling additional products or services based on customer needs.
- Conducted surveys with current customers regarding their satisfaction levels with products or services.

## University projects

*DISSERTATION REPORT* , june2024

### ***E-COMMERCE IN EMERGING MARKETS***

- Identify the relationship between e-commerce and emerging markets.
- Identify significant impact of e-commerce on emerging markets.
- Study about social e-commerce in emerging markets.

## Education

August 2022 - May 2024

### **Master in business administration (marketing)**

Choudhary Ranbir singh  
university  
Jind

## Skills

- Market strategies
- Market research and analysis
- Communication and presentation
- Customer relations
- Brand management
- Content creation
- Project management
- Sales promotion
- Media planning

## Interests

- Reading books
- Listening music
- Badminton
- Workout

## Contact

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