

# SAHIL MUTREJA

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## Skill Highlights

- Empathizing with Customers
- Good Communication Skills
- SQL
- Python
- Tableau
- Fast Learner
- Active Learner

## Career Objective

Seeking challenging assignments in Marketing and Analytical function in an organization of repute in order to contribute towards self-development and growth of the organization.

## Achievements

- Suggested one of the top 10 opinions at "If I were FM Challenge" organized by CNN News 18
- Awarded with the Gold Medal in Intra-college TT competition

**Marketing Manager** with a keen interest in numbers, motivated to achieve the targets by analyzing the population and empathizing with the customers and has a proven track record of accomplishing retail and commercial tie-ups for the benefit of the organization. Adept in monitoring and reporting marketing objectives, to maintain necessary internal communications within the company.

## Experience

03/2019 to 09/2020

### **Business Development Manager - Pepperfry, Bengaluru**

- Business Development in the vicinity of a Studio.
- Consulting customer's to purchase the right option for their dream home.
- Analysing team's performance and accounting for reasons of growth/downfall in sales for that vicinity.
- Regularly following up with new hotels and restaurants to grab bulk orders.
- Building up Channel Partners by contacting builders, real estate agents, architects and interior designers.
- Merchandising, cost management, employee's management and inventory management of the Studio.

## Education

**PGDM: Marketing – 2017-2019**

**Birla Institute of Management Technology, Greater Noida**

SIP: Blue Star Ltd. (Buying Behavior of customer in case of White Goods)

- Using Data interpretation skills to gather customer insights.
- Merchandising and managing the inventory with forecasting on the basis of previous year's sales data.
- Keeping Up to date with competitor's marketing strategy trends.

Short Term Projects:

- Conducted Competitor Analysis for Primotech Energy Solutions.
- Designed SOP for Bridal Make-up to drive more sales for Lakme.

**Bachelor of Commerce – 2014-2017**

**School Of Open Learning, Delhi**

## Certifications

**The Business Intelligence Analyst Course 2020:** 365 Careers

**Green Belt in Lean Six Sigma:** KPMG

**Collaborative Computing Scholar:** IBM

**The Fundamentals of Digital Marketing Unlocked:** Google