

Hiren V. Parmar

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CAREER OBJECTIVE:

Aiming to work in a growth oriented company, wherein my Marketing and other all-round skills will result into productivity and enhance the profitability for the organization.

ACADEMIC QUALIFICATION:

Education	Year	Institute	University	Specialization	Percent-age
M.B.A (Master of Business administration)	2014	Marwadi Education Foundation Group Of Institution Rajkot	Gujarat Technical University	Marketing	CPI 7.78
Bachelor's in Commerce (B.Com)	2012	Grace College Rajkot	Saurashtra University	Accounts	Second Class
12 th	2009	Sunshine School Rajkot	G.H.S.E.B	Commerce	62.57%
10 th	2007	Sunshine School Rajkot	G.S.E.B.	English	51.38%

EXPERIENCES:

1) Own business (Self-employed): **(Duration: 2014-2017)**

- ❖ Owned business of flip flop manufacturing and selling as a partnership firm.

2) Export marketing and export documentation at PARADISE GROUP OF COMPANIES:

(Duration: JUN-2017 to MAR-2018)

- ❖ Searching and communicating with clients/buyers from the provided custom database and through medium of social media, trading portals.
- ❖ Managing export related data and preparing export documents.
- ❖ Coordinating with head, manager and with the staff related to multipurpose work
- ❖ Social media marketing to potential buyers.

3) Sales executive at HDB FINANCIAL SERVICES PVT. LTD.:

(Duration: AUG-2018 to AUG-2019)

- ❖ Cold calling and convincing marketing about personal loan to the database of the company.
- ❖ Managing customer relationship
- ❖ Managing documentation till the end of process.
- ❖ Communicating with TSM, SM and coordinating with other sales staff.

ACADEMIC PROJECTS UNDERTAKEN:

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|--|----------------------|
| 1) <u>Feasibility analysis of WPC – A new product development:</u> | 8 weeks |
| 2) <u>Global Country Report:</u> A detail Global Comparison of New Zealand and India region in context to Travel & Tourism sector | 1 Year |
| 3) <u>A study on impact of social media marketing on consumer behavior with-reference to Vodafone in Rajkot city:</u> | 1 year |

ACHIEVEMENTS:

- Proficiency certificates in school.
- Participated in EKLAVYA (One day student development program) held by Amity Global Business School.
- Participated in Vocabulary seminar which is organized by one of the best personality, Akash Ka Vocabulary Dhaba – by Akash Gupta (Profession: Personality Developer)

SKILLS:

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|-------------------------|--|
| • Communications skills | • Analytical and logical |
| • Presentations | • M.S. Office and basic IT |
| • Team work | • Customer Relationship Management |
| • Decision making | • Positive attitude towards word and problem solving |
| • Adaptability | • Interpersonal |
| • Leadership | • Creative and critical thinkin |

HOBBIES:

- Adventuring
- Playing logical games
- Art & craft

PERSONAL INFORMATION:

Date of Birth : 8th November, 1990

Place of Birth : Rajkot.

Languages Known : English, Hindi and Gujarati.