

PERSONAL DATA:

MADHUMEETA PRADEEP KUMBHAR

Kandivali, Mumbai-400067

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Email: madhumeetakumbhar@gmail.com

Marital Status: Single

Date of Birth: 08/07/1995

Gender: Female

Nationality: Indian

Languages and Fluency Level: English, Marathi, Hindi

EDUCATION:

- PGDM in Marketing, Chetana's Institute of Management & Research, Bandra East, June 2017 to March 2019
 - BMS in Marketing, Partkar-Varde college of Commerce & Arts, Goregoan West, June 2013 to March 2016
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WORK HISTORY:

1. **Business Developmet Executive**, Pinnacle Teleservices Pvt Ltd, Andheri, Mumbai, Dec 2018-Present, Guide- *Ms. Sarojini Yadav (Branch Manager)*
 - Developed effective working relationships with customers through meetings and identify further sales opportunities
 - Developed strategic sales plan, product proposals and coordinated campaigns
 - Managed the process of getting clients on board till the deliverable are executed as well as post sales services being rendered
 2. **Marketing Intern**, Association Of International Wealth Management (AIWM), Bandra, Mumbai, Oct 2018- Nov 2018, Guide- *Ms. Foram Seth (Manager- Knowledge Management)*
 - Pre-sales activities (Data collection, approaching clients)
 - Promoted educational certifications provided by AIWM
 - Created client proposals & commercials
 - Volunteered in educational material designing team
 3. **Sales & Marketing Intern**, Spectrum Healthcare Pvt Ltd, Churchgate, Mumbai, May 2018- July 2018, Guide- *Mr Prakash Abraham (CEO)*
 - Contacted & coordinated with HRs of different Corporate regarding medical policies
 - Promoted Preventive healthcare packages to corporate
 - Member of organizing committee of Medical camp
 - Volunteered in brochure designing team
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Academic Projects & certifications:

- Industry oriented project on Promotional strategy of DMart influencing consumer buying behaviour, 2019, Guide- *Prof. Rajiv Gatne*
- Research project on Marketing & customer awareness in Preventive Healthcare, 2018, Guide- *Prof. Hufriah Majra*
- Lean Six Sigma Green Belt Certification by Asian institute of quality management, Mumbai, Dec-2017
- Research project on Internet banking, 2016, Guide- Prof. *Poonam Jain*