



Ayush Pathak

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Work experience

Sales and Marketing Manager *Pristyn Care* Gurgaon, Haryana

From May 2019 to September 2019

Lead Generation

Looking for potential hospitals for future business opportunities

Organizing and participating in marketing activities

Management Trainee *Kent RO Systems Ltd.* Indore, Madhya Pradesh

From January 2018 to January 2019

Handling B2B sales and Institutional sales.

Regular visits to B2B clients to generate new opportunities and feedback for ongoing services.

Identifying and On-boarding potential dealers.

Internship *Urban Clap* Gurgaon, Haryana

From May 2017 to July 2017

Direct interaction with customers and providing real time solution through tele-calling

On-boarding technicians for PEC category

Improved delivery percentage and tracked cancellations for salon at home category

Project *HS AD Agency* New Delhi, India

February 2017

Market Research

Viability check of new FMCG product to be launched

Education

PGDM *IILM Institute for Business and Management* Gurgaon, Haryana

From 2016 to 2018

PGDM (Marketing) - 62%

Global Study Program *École de Management de Normandie, Caen* Normandy, France

From October 2016 to November 2016

MODULES

Doing business in France

Business Project

Supply chain Management

Business Startup

B.Tech *IIMET* Jaipur, Rajasthan

From 2011 to 2015

B.Tech (Electrical Engineering) - 64.2%

12th CBSE *St. Paul's School* Kota, Rajasthan

From 2010 to 2011

Secured 62.4% in 12th CBSE nation-wide examination

10th CBSE *St. Paul's School* Kota, Rajasthan

From 2008 to 2009

Secured 68.8% in 10th CBSE nation-wide examination