ONKAR KAKDE

**Phone:**+917776824700

**Email:** [U1824257@uel.ac.uk](mailto:U1824257@uel.ac.uk)

**OBJECTIVE**

Looking for a management position with an organization where my leadership skill and ability will be useful to meet set organizational goals. I would like to work in same organization for longer period because the loyalty towards company is the thing that can make me good employee.

**PROFILE SUMMERY**

* MBA in international business from the University of East London. Which delivered me information about international business as well as how to use good strategy to enhance profitability.
* Experienced with good leadership and relationship-building skills.
* Ambitious with a background in sales, marketing, and advertising. Good knowledge in market analysis, forecasting and client needs and assessments.
* Self-motivated leader with the ability to manage diverse personalities. Offering good knowledge to use strategies and critical thinking and problem-solving strengths to identify a solution to challenging problems. Collaborative team player with excellent interpersonal, communication and conflict resolution skill.

**SKILLS**

* Presentation and public speaking
* Active listening
* Team work
* Written and oral communication
* Creative and problem solving
* Trustworthy
* Courageous
* Hard working

**WORK EXPERIENCE – INTERNSHIP**

10/2018 to current – NISA LOCAL, WALTHAMSTOW, LONDON

**Sales executive**

* Build a relationship with customers to expand customer base and enhance loyalty and retention.
* Providing information on product pricing and availability of the product. Also used the supply management department and cost information to adjust price via a financial schedule.
* Worked in a team to encourage team members which build effective communication between team members, as a team leader sometimes need to motivate and inspire everyone to do their best work.
* Used different strategies to maintain customers and maximize customer base. Some strategies helped to maximize profit effectively by using strategies like managing time and resources to meet sales objectives.

**EDUCATION**

**SEPTEMBER 2019**

**MBA- London**

UNIVERSITY OF EAST LONDON

UEL MBA gave me an invaluable depth of knowledge in Global business and roles each department plays within an organization. During this intensive course there were eight core modules these are :- Accounting and finance for managers; Managing and Leading people; operations, Network and Partnership; Corporate Social Responsibility; Marketing in digital age; Strategic Leadership; Professional development; and Capstone project..

**MARCH 2018**

**COURSE-**BTEC, Pearson BTEC level 7 extended diploma in strategic Management and leadership.

ISMS ACADEMY FOR ADVANCE LEARNING, PUNE

ISMS ACADEMY FOR ADVANCE LEARNING, BTEC, Pearson BTEC level 7 extended diploma in strategic Management and leadership. This course consists of ten units. Some units of these course are: - Developing strategic management and leadership skills; professional development; strategic change management; strategic marketing management; strategic planning; strategic supply chain and management, etc. SKIL L S Leadership and Management Skillful Adaptability Skillful Critical thinking and problem solving Skillful Strategic thinking and planning abilities. Skillful, LEVEL 7 PEARSON DIPLOMA, ISMS, PUNE

**APRIL 2017**

BACHELOR OF BUSINESS MANAGEMENT, SINHGAD COLLEGE OF SCIENCE, PUNE

**PROJECT**

**MBA**

**UBER: Changing the way world moves**

* The case study was based on UBER’s business model by referring to the adage of “move fast and break things”. And how they address its competitive situation globally. And also identified critical challenges facing the ride-sharing industry. Some challenges like surge pricing, cancellation of trip, low Fares Affect Drivers.
* In this case study I mention about the emerging technologies to create better situation globally compared to their competitors. They use innovative technologies to deal with its critical business operations. Also data analytics and digital marketing is one of the best ways used by company for profit maximization.
* Also figured out the growth strategy used by company to expand in competitive world. Use of technology was one of the very crucial parameter for the growth of this company. Another strategy use by UBER is cost leadership.

**GRADUATION**

Industrial visits

Companies- AMUL, PARLE BISCUITS, HAVMOR ICE CREAMS, COCA COLA.

**EXTRA CURRICULAR ACTIVITIES**

* Jun 2019 – Jun 2019 Participated in world association for sustainable Development, UN environment, University of east London, Sustainable development Goals London.

WASD acts as a meeting platform where participants from all over the world meet each other’s to Experience new ideas and cultures, travel and see new place and learn about all of the aspects or world sustainable development.

* 29 JULY 2019 completed certification in Bloomberg market concepts.
* Festival coordinator Sinhgad college cultural program Pune, Worked as event coordinator for consecutive two year and communicated with the people.

**PERSONAL DETAILS**

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| **Name** | ONKAR KAKDE |
| **Date Of Birth** | 16TH APRIL 1994 |
| **Sex** | Male |
| **Marital Status** | Single |
| **Languages Known** | English, Hindi, Marathi |
| **Hobbies** | Cricket, Bicycling, Team sports, Travelling |
| **Address for correspondence** | Varad Vinayak Society  121, Sector 29C, Amrut Dham, Gothivali Village, Sector 8A, Airoli, Navi Mumbai, Maharashtra 400708 |
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| **Phone No** | 0917776824700 |
| **Email** | [U1824257@uel.ac.uk](mailto:U1824257@uel.ac.uk) |

**DECLARATION**

I hereby declare that the above mentioned information is true to the best of my knowledge.

**Date: -** Yours Faithfully,

**Place: -** MUMBAI, INDIA ONKAR KAKDE