

Rahul Agarwal

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Career Objective

To obtain a challenging position and strive to achieve excellence in my work, develop professionally and ethically and be sincere in my all efforts.

Educational Qualifications

Course with Specialization	Institute/College	University/Board	Year of passing	% / CGPA
PGPM (Marketing)	IBS Pune	ICFAI University	2017	9.17
B.Com(Hons) in (Marketing)	St. Xaviers College	University of Calcutta	2014	61.5 %
Class XII (Commerce)	Sree Jain Vidyalaya	West Bengal Council Of Higher Secondary Education	2011	77 %
Class X	Sree Jain Vidyalaya	West Bengal Board Of Secondary Education	2009	78 %

Work Experience Details

1. **Company:** Ceasefire Industries Pvt Ltd (Pune)

Designation: Cluster Manager (June 1, 2022 till present)

Manager- Business Development (September 13, 2021 to May 31, 2022)

Description: The job grade is basically of a Client servicing and Training which includes various roles to be performed on a regular basis and is numerated as follows:

- Meeting regularly to the mapped customers to understand their product needs and building relation with the clients.
- Acquiring new customers through suspecting and reference.
- Creating prospects from existing client base.
- Giving Presentation on Products and conducting Fire Safety Training.
- Meeting monthly, quarterly and annual targets by renewal or up-selling to retain the clients.

2. Company: Indiamart Intermesh Ltd (Pune)

Designation: Assistant Manager (December 2019- May 5, 2020)

Description: The job grade was basically of a Client servicing which includes various roles to be performed on a regular basis and is numerated as follows:

- Handling customer queries and solving them in the real time.
- Meeting regularly to the mapped customers to understand their business leads and building relation with client.
- Creating prospects from existing client base.
- Meeting monthly targets by up-selling and retaining the clients.

3. Company: Max Life Insurance Co. Ltd (Pune)

Designation: Associate Agency Development Manager (October 2018-November 2019)

Description: The job is to meet the monthly targets of collection through Agents. The role includes the following things:

- Recruitment of agents of desired profile.
- Development and Retention of Agents through regular trainings and helping them in the fields.
- Meeting monthly, quarterly and annual targets of the company in terms of insurance premium collection.

4. Company: Axis Bank Ltd. (Pune)

Designation: Assistant Manager (May 2017-June 2018)

Description: The job grade was basically of a Customer Service Officer which includes various to be performed on a regular basis and is numerated as follows:

- Handling customer queries and solving them in the real time.
- Handling of different transactions and completing them in the stipulated time period.
- Generating leads for Current Accounts and Savings Accounts and Deepening of existing accounts.
- Cross selling of several products available with the bank like mutual funds, loans, life insurance etc.
- Establishing relationship with the mapped customers to enhance business for the bank.

Summer Internship Details

Company: AMUL India (Pune)

Project Title: "Marketing Analytics of AMUL Premium Dahi" (Feb 2016-May 2016)

Description of the Project:

- To identify the various factors that affects the sales of the AMUL Premium Dahi through retail survey.
- Analysis of the impact on the sales of AMUL Premium Dahi.
- Promoting the product by holding KIOSK activity at various locations.

Personal Details

Date of Birth: 21st March, 1992

Languages Known: English, Hindi, Bengali and Marwari.

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