

## RESUME

**NAME:** Shreeharsh Kankubji

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### Career Objective

Seeking a challenging and innovative position in a firm that will maximize the opportunities for me to implement my skill set and knowledge as well as use my capabilities in the best way possible so that I am able to enrich my skills and aid the development of the firm I work with.

### Academic Qualifications

Degree   Certificate	Stream   Specialization	Name of Institution & Board   University	YOP	Percentage   CGPA
MMS	Marketing	Indira Institute of Business Management Navi Mumbai	2021	8.11
BBA	Marketing	Savitribai Phule Pune University	2019	65.9
Higher Secondary	Science	Maharashtra State Board of Higher Secondary Board	2016	53.2
Senior Secondary	All	Seva Niketan Convent School, Kopergaon	2014	81.8

### Work Experience

**Assistant Sales Manager (January, 2021- Till Date) in Sales Department, Maharashtra | Property Pistol, Head Office, Navi Mumbai, CBD Belapur.**

- Organize, Plan and Implement (real-estate) project specific sales.
- Discuss and follow-up on opportunities with prospective buyers.
- Coordinate site visit with prospective buyers and enable deal closure.
- Handle daily operations including internal company CRM tools.
- Take ownership and initiative to hone up real estate knowledge and stay up-to-date with rules & regulations in the Indian real estate market.
- Maintain cordial relationships with prospective Builder and Prospective buyers and other customers of the company.
- Meeting Property Service Providers.
- Catering clients as per their need from the available data base by calling and personal visits.

## Accolades

### POST-GRADUATION SUMMER INTERNSHIP

**Organization:** SQUAD Infotech Pvt Ltd

**Duration:** 2 Months

**Profile:** Business Development Intern

- Social Media Account Management
- Created curated and well-timed creatives and content for brand promotion
- Content Writing for PageRank and Search Engine Optimization
- Carried out market and competitor analysis for New Product Development
- Cold-calling potential prospects for lead generation

### GRADUATION INTERNSHIP

**Organization:** Patanjali Ayurveda Limited

**Duration:** 3 Months

**Profile:** Branding and Expanding Intern

- Selecting a potential market where there were grocery shops sized more than 300 sq. ft.
- Visit these shops one by one and had to make them understand the utility, scope and prospect of converting their shops into Patanjali Mega store.
- After successful meeting, I had to register the name of shopkeeper and details on a sheet which was shared with me by the Manager.

## Personal Appraisal

- Good at Human relations.
- Ambitious, Hardworking, Energetic and well disciplined.
- Good Oral & Written Skills.
- Convincing People

## Extra-Curricular Activities

- Volunteer for NGO Buy Food With Plastic India
- Volunteer for IOD 14th International Conference on Corporate Social Responsibility 2020, held at Hotel Taj Lands End, Bandra West, Mumbai.
- Head of Hospitality Committee at IIBM.
- Member of Decoration Committee at IIBM
- Member of Marketing Department in Indira ISR Cell.
- Presented poster on "**CORPORATE SOCIAL RESPONSIBILITY STEP TOWARD BRAND BUILDING**" in Zonal level poster competition "**AVISHKAR-2017**" organized by **SAVITRIBAI PHULE PUNE UNIVERSITY**.

- Participated in PPT Presentation on **“CRYPTOCURRENCY, THE FUTURE CURRENCY”** in One Day State Level Exhibition & Competition **“RAYAT AVISHKAR-2017”** Organized on 23rd Nov, 2017.
- Diploma in Export and Import Management conducted by Symbiosis Skill & Open University at S.S.G.M. College Kopergaon

## Personal Dossier

**D.O.B:** 14-07-1999

**HOBBIES:** Reading Books, Listening Music, Watching Movies

**Language Proficiency:**

- ✓ ENGLISH
- ✓ HINDI
- ✓ MARATHI

## Declaration

**I hereby declare that all the information in this resume is true to my knowledge.**