



Shyamsundar Jangid

9, Nishigandha Apt Gulmohar vihar Colony near reliance petrol pump
satpur Nashik, 422007
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Objective

I seek challenging opportunities where I can fully use my skills for the success of the organization.

Education

- MET 's Institute of Management** 2020-2022
Master of business administration
SGPA: Sem 1- 8.97, Sem 2 - 8.87, Sem 3 - 8.60
- Sandip University, Nashik** 2017-2020
Bachelor of Commerce
8.20 CGPA
- B.Y.K college of commerce, Nashik** 2015-2017
HSC
60.46%
- Brahma Valley public school** 2014-2015
SSC
75.80%

Experience

- Reliance Retail** March 2022 - July 2022
Key Account Executive
 - Map & Tap exiting universe to develop key accounts.
 - Responsible for both bottom line & top line for key account business.
 - Working closely with relevant teams to create a strong customer onboarding plan to maximize the reach.
 - Ensure entire hierarchical mapping of decision maker influencers for on-boarded & prospective customers.
 - Closely working with merchandising teams to launch & Finalize assortment required for key account clientele.
 - Leverage annual event & festivals for maximizing institutional sales.
 - Networking within all relevant departments to ensure that customer shopping experience is pleasant & Complaints are resolved within agreed TAT. Ensuring compliance & 100% adherence to internal process & procedures.

Internship

- Company: Sharekhan LTD., Nashik
Industry: Financial service
Duration: 60 Days (June-August 2019)
- Company: Aditya Pradeep and Associates, Nashik
Duration: 60 Days (November -January 2022)

Achievements & Awards

- Participated in TASKFORCE event, organized by MET Institute of Management.
- Participated in ILLUMINATE Case study workshop and competition, organized by HULT Prize, IIM Calcutta
- Participated in VISHWA PRENEUR'19 a national level entrepreneurship convention at Pune

Certification

- MS Excel
- Basis of financial markets and capital markets
- Financial modelling

Skills

- MS Excel
- MS word
- MS PowerPoint

Languages

- English
- Hindi
- Marathi
- Marwari