**RESUME**

Email: [ajaydd7755@gmail.com](mailto:ajaydd7755@gmail.com) : +91 7498433755

**Objective:**

To be an expert in my area of work, with a passion for challenges, innovation and working with people and communities.

**PROFESSIONAL EXPERIENCE:**

**Organization**: **Yeshwantrao Chavan College, Sangli** (From Jan 2018 to sept 2024)

**Designation:** IT Teacher

**Work Experience:**

* Plan and deliver lesson on arrange of computer topics,from basic computer literacy

To more advanced topics.

* Communicate student’s progress to parents and identify students who need extra assistance.

Provide technical support to troubleshoot any technical issues the student might have with their computer

**Organization:Karvy Financial Services Pvt ltd ,Pune**(From 25 july 2016 to 06 aug 2017)

**Designation:** Sales executive.

**Work Experience:**

* **Coordinating with customer and internal teams such as legal/technical/credit/disbursement etc team for appraisals, sanctions and disbursements as required.**
* **Sales/revenue target achievement and Customer Relationship Management.**
* **Connecting and developing better relationship for sourcing business from Builders / DSA / Other channels or direct / Participating in marketing events.**
* **Meeting prospective customers to understand the requirements clearly.**
* **Developing positive and professional relationship with the customer to enable cross selling, getting referrals and other business opportunities.**

**Organization**: **Deccan Honda Bafna AutoCars (India) Pvt ltd, Pune** (From May 2015 to January 2016)

**Designation:** Sales Consultant.

**Work Experience:**

* Maintain good relation with client
* **I am responsible supporting customers in their car buying journey with Spinny at the retail hub.**
* **I am responsible a critical role in customer engagement and must understand customer requirements to recommend products according to their needs, pitching products and negotiating when necessary.**
* **Building a relationship with the customer at the retail hub, understanding their needs and negotiating as needed Managing the hub inventory Meeting and engaging with customers, showing them cars, and conducting test drives**
* **Ensuring that any issues are resolved**

**Job Responsibilities:**

* Create and Maintain database,Table.
* Design develops stored procedures.
* Design,develop,optimize SQL Queries .
* Interaction with the client organization and Present Product Demonstration.
* Sales of home loan to the customers.
* Dealer Handling.
* Generating order and leads for business development.
* Cracking new business avenues through cold call.

**Extracurricular Activities:**

* Participated in product launching competition at college level.
* Participated in various management events, Drama, Quiz, paper presentation.
* 1st prize in drama competition in cultural event of collage level.

**Technical Skills:**

* Basic of SQL.
* Technical Skills - Operating Systems: MS-DOS, Windows 9X/XP/2003/2007   
  MS Office: MS Word, MS Excel, and MS Power Point.
* Knowledge of cloud services AWS .
* Knowledge of troubleshooting skills.
* Basic of DevOps knowledge.

**EDUCATIONAL QUALIFICATION:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Qualification** | **Specialization** | **Board / University** | **Year** | **Marks** |
| **High School(S.S.C.)** |  | Kolhapur | 05-06 | 55.75% |
| **Intermediate(H.S.C.)** | Commerce | Kolhapur | 07-08 | 52.83% |
| **Bachelor of Degree(B.C.A.)** | Computer Application | Shivaji University | 10-11 | 65.75% |
| **Master Degree(MBA)** | System &  Information Technology | Shivaji University | 13-15 | 62.84% |

**PERSONAL DETAILS:**

* + Name : Ajay Pawar
  + Address : Flat No-AB1001,Stanza Society,Punawale,Pune-411033
  + Contacts : +91 7498433755
  + Nationality : Indian
  + Birth Date : 10/10/1990
  + Gender : Male
  + Marital Status : Single
  + Languages Known: English, Marathi, and Hindi.
  + Hobbies : Playing Karate and Travelling

I hereby declare that, the information given above is true to the best of my knowledge & belief.

**Date:**