

Aryan Kumar Yadav

Management Trainee

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PROFILE SUMMARY

Results-driven MBA graduate with experience in recruitment, team leadership, and market promotion, seeking a challenging sales and marketing role. Proven ability to drive business targets, enhance brand visibility, and build strong relationships. Eager to leverage strong communication and management skills to contribute to a dynamic sales and marketing team.

WORK EXPERIENCE

Management Trainee, Kotak Life Insurance 07/2024 – 10/2025
India

- Orchestrated team-building activities to foster a cohesive and motivated team.
- Collaborated with team members to surpass business targets through effective teamwork and communication.
- Delivered awareness presentations in various companies to educate employees about the importance of Life Insurance and financial protection.
- Approached individuals across different market segments to introduce and promote part-time opportunity programs offered by the company.

Business development manager, Bajaj Life 11/2025
Kolkata

- 1.Led team-bonding activities to enhance unity and motivation.
- 2.Collaborated with team members to consistently outperform business objectives.
- 3.Delivered informative talks in companies to highlight the value of Life Insurance and financial planning.
- 4.Reached out to various customer groups to market and explain part-time earning programs.

EDUCATION

MBA/PGDM, Globsyn Business School, Kolkata 2024
Kolkata

B.A, Bhairab Ganguli College, Kolkata 2022
Kolkata

XIth, Kendriya Vidyalaya No 2 Ishapore 2019
Kolkata

Xth, Kendriya Vidyalaya No 2 Ishapore 2017
Kolkata

KEY SKILLS

- Problem Solving Skills
- Presentation Skills
- Management
- MS Office
- Field Work
- Management Skills
- Communication Skills
- Marketing
- Excel
- Market Research

LANGUAGES

- English
- hindi

HOBBIES

- Playing cricket
- Riding
- Gaming

INTERNSHIP

Aashirvaad dairy, ITC

- Executed market activities to promote the product and increase brand visibility.
- Conducted product promotion initiatives in the market to enhance product awareness.
- Ensured compliance with retailer requirements through product packaging checks.
- Market survey about the product and consumption among the distributors.