



Khushalgau7909@gmail.com
8085102428
Gwalior Madhya pradesh

KHUSHAL GAUSHALAWALE

EDUCATION

Masters of business Administration

Prestige Institute of Management :2022-2024

Marketing and Finance professional with a strong background in strategic planning

B.com (Bachelor of Commerce)

Maharani laxmi bai collage of excellence : 2018-2022

SKILLS

CRM

TIME MANAGEMENT

PRODUCT DEVELOPMENT

COMMUNICATION

CERTIFICATES

SIDDHI VINAYAK STONE & AGGRERATE

internship programme as finance analysit

Phone : 9977576173

AIM MONEY

Internship programme as a market research and market analysis.

Silver Jubilee of Prestige Institute of Management And Research Gwalior

Coordinator for the Programme

PROFILE

An MBA student specializing in Finance and Marketing, with practical experience in city growth management and key account management. Played a pivotal role in market expansion, partnership development, and revenue growth within the assigned city. Leveraged data-driven strategies to optimize marketing campaigns and boost business onboarding.

EXPERIENCE

Nov2023-Mar2024

ZOMATO

Key Account Manager & City growth manager

- Identified and pursued new business opportunities within the city, establishing partnerships with local businesses and stakeholders to drive brand awareness and adoption.
- Designed and executed a city-specific growth strategy, which included local marketing initiatives, partnerships, and community engagement efforts to boost product visibility.
- Utilized market research and data analytics to assess customer needs and tailor growth strategies for maximum impact.
- Utilized CRM tools and performance dashboards to monitor account health, sales performance, and city growth metrics, making data-driven adjustments to strategies.

HOME FIRST FINANCE INDIA
(RELATIONSHIP MANAGER)

Jun 2024-Feb 2025

- Develop and maintain long-term relationships with clients by understanding their needs and delivering tailored solutions.
- Act as the primary point of contact for clients, ensuring all interactions are positive and productive.
- Ensure a high level of customer satisfaction by addressing client concerns and providing exceptional service.
- Identify opportunities for cross-selling and upselling products and services to existing clients.
- Develop and execute strategies to increase client portfolio value and revenue.
- Stay informed about industry trends, competitor activities, and market conditions to better serve clients.
- Ability to work effectively with internal teams, ensuring alignment with client expectations and company goals.
- Exceptional interpersonal and communication skills to build rapport with clients and internal stakeholders.