



# UTSAV BALODI



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## Dehradun, Uttarakhand

## Career Objective

A management student who possesses good interpersonal communication skills and wishes to achieve a challenging position in your dynamic organization to contribute to the organization's growth with my skill set.

## Academic Qualifications

- **Post-Graduation Diploma in Management**  
2022-2024 **Obtained– 6.44 CGPA**  
I BUSINESS INSTITUTE - GREATER NOIDA
- **Bachelors of Computer Applications**  
2019-2022 **Obtained– 7.9 CGPA**  
GRAPHIC ERA HILL UNIVERSITY - DEHRADUN
- **Intermediate From CBSE Board**  
Passed in – 2019 **Obtained-62.4 %**  
THE HORIZON SCHOOL - JOLLYGRANT, DEHRADUN
- **Matriculate From CBSE Board**  
Passed in – 2017 **Obtained-7.6 CGPA**  
THE HORIZON SCHOOL - JOLLYGRANT, DEHRADUN

## Co-curricular

- Been a Part of International Conference and Exhibition on Oil, Gas, Oil spill with a focus on Synergy for Energy. (2022)
- Active Member of Marketing Club and Business Analytics Club.
- Had been a part of NSS (National Service Scheme). (2019-2022)
- I had Pursued Fashion Designing as a General Elective Subject for 2 years. (2019- 2021).

## **Skills and Certifications**

- Digital Marketing Framework by Great Learning Academy. (2022)
- Search engine optimization by E -marketing Institute. (2022)
- Fundamentals of Digital Marketing by Google Digital Garage. (2022)
- Project Management Badge from PMI. (2022)
- Database Management: DBMS
- Operating System: Windows, Linux (Ubuntu)

## **Experience**

- Worked as Holiday Cruise Sales Expert – Waterways Leisure Tourism Pvt Ltd from 20 May 2024 to 01 April 2025
  - Work Experience:
    - Conduct outbound calls to potential customers to introduce Cordelia Cruises and generate interest and close the sales on call
    - Effectively communicate product features, benefits, and pricing to prospects.
    - Utilize strong persuasion and negotiation skills to close sales and meet or exceed sales.
    - Maintain detailed and accurate records of customer interactions and sales activities in the CRM system.

## **Projects & Internships**

- Worked as a Sales Trainee in a Live Project by Yakult Danone India. (2022)
- Worked as a Relationship Manager (Owner Assist Services) in 99 acres(infoedge) from 4<sup>th</sup>May 2023 to 4<sup>th</sup> September 2023.

## **Key Strength**

- Self-Disciplined
- Self-Motivated
- Quick Learner

## **Personal Information**

- DOB:18-06-2001
- Birth Place: Pauri Garhwal
- Address: Bhaniyawala, Dehradun, Uttarakhand.
- Hobbies: Enjoy Travelling and exploring new places,
- Playing sports like Football, Badminton.
- Languages Known: Hindi and English.