



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 4th May 2023 to 4th 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.