



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

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 4thMay 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.