

# PRANAV BHEGADE

## MARKETING PROFESSIONAL

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### OBJECTIVE

Seeking a dynamic role in an organization to correlate my domain knowledge and work experience to hone my management skills and drive business growth.

### WORK EXPERIENCE

<b>Sales and Marketing Intern</b> <b>Nestle India Limited, Pune Maharashtra</b> <ul style="list-style-type: none"><li>Worked as a sales executive Intern under the chilled dairy division.</li><li>Analyzed competitive FMCG brands and maintained the distribution channel.</li><li>Created 27 new outlets, generating over 40k of revenue.</li></ul>	<b>Apr 24- Jun 24</b>
<b>Sales and Marketing Intern</b> <b>Confederation of Indian Industry, Pune Maharashtra</b> <ul style="list-style-type: none"><li>Secured Citron Motors, generating ₹50,000 in revenue for the NexGen Mobility Show.</li><li>Coordinated logistics, vendor communication, and on-site execution for exhibitors.</li><li>Coordinated CII West Tech Summit 2023 at Hyatt Regency Pune.</li><li>Coordinated CII HR &amp; IR conclave 2023 at Hyatt Pune.</li></ul>	<b>Dec23 - Jan 24</b>
<b>Sales and Marketing Intern</b> <b>Home Equity, Pune Maharashtra</b> <ul style="list-style-type: none"><li>Successfully conducted cold-calling campaigns to identify potential clients.</li><li>Visited Sites, shared property details, answered inquiries, and guided clients in decision-making.</li></ul>	<b>Sep 22 - Dec 22</b>
<b>CNC Dept. Supervisor</b> <b>Sai Engineering Works, Pune Maharashtra</b> <ul style="list-style-type: none"><li>In charge of ensuring the smooth running of 6 CNC machines.</li><li>It involved calculating raw material requirements and preventing production line interruptions.</li></ul>	<b>Apr 20 - Dec 20</b>

### SKILLS

Soft skills	Technical skills
<ul style="list-style-type: none"><li>Leadership</li><li>Adaptability</li><li>Communication</li><li>Teamwork</li></ul>	<ul style="list-style-type: none"><li>MS Office</li><li>Presentation</li><li>Canva</li><li>Ai tools</li></ul>

### EDUCATION

<b>PGDM - Marketing</b> <ul style="list-style-type: none"><li>IIEBM, Indus Business School, Pune, Maharashtra.</li><li>CGPA - 7.76</li></ul>	<b>2023-2025</b>
<b>Bachelor of Management Studies - Marketing</b> <ul style="list-style-type: none"><li>Indsearch Institute of Cost &amp; Management Studies, Pune, Maharashtra</li><li>CGPA - 7.78</li></ul>	<b>2020-2023</b>
<b>HSC - Science</b> <ul style="list-style-type: none"><li>Dr. ABSC New English School, Pune, Maharashtra</li><li>CGPA - 6.53</li></ul>	<b>2019-2020</b>
<b>SSC</b> <ul style="list-style-type: none"><li>Blossom Public School, Pune, Maharashtra</li><li>CGPA - 6.9</li></ul>	<b>2017-2018</b>

## CERTIFICATIONS

- Sales Course by Juno School of Business.
  - EdX Certification in new product development.
  - EdX Certification in Marketing Management from IIMBx.
  - EdX Certification in Digital Marketing Strategy by Edinburgh University.
  - EdX Certification in Excel for Beginners by Davidson College.
  - EdX Certification in Financial Essentials by Imperial Business School, London.
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## ACOMPLISMENT AND AWARDS

- Student of the Year Batch 2023-25
  - President - Rotaract Club, IIEBM. 2023-2025
  - Secretary - Student Council, IIEBM. 2023-2025
  - Class Representative for the F Division. 2023-205
  - Awarded as the biggest and best emerging Rotaract Club of District 3131. 2024
  - Tanveer Saulat Excellence Award for Academic, Co-curricular, and Extracurricular Activities with a check of ₹2500 from Indsearch Institute. 2023
  - Awarded as the best research paper at an international research conference. 2024
  - Silver and Gold Medals at Pune University and Pune District Powerlifting Competition. 2023
  - First position in the Tactical Move Chess Academy tournament. 2022
  - Winner of the Parakarm intra-college Powerlifting Competition. 2023
  - Winner of the Parakarm Intra-college Chess Competition. 2024
  - 2nd runner up at the Bizathon, winning a cash prize of Rs. 3000.
  - Runner up at T-20 Auction at IIEBM. 2024
  - Winner of the Inter Rotaract Club Volleyball Competition. 2024
  - Awarded for the highest contribution towards the success of the Rotaract flagship event (The Talk 6.0). 2024
  - Successfully collaborated with Starbucks and Rahul Bookstore to sponsor Indsearch Food Fest. 2022
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## HOBBIES AND INTREST

- Powerlifting
  - Chess
  - Guitar
  - Fitness and Nutrition
  - Social Work
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## EXTRACURRICULAR ACTIVITIES

- Serving as an active Rotaractor at the Rotaract Club of IIEBM. 2023-2025
  - Serving as an active Rotarian at the Rotary Club of Pune Baner. 2024-2025
  - Coordinated events and activities as a core team member of BNI Falcon & CII Youth India. 2023
  - Coordinated end-to-end multi-vendor management for all the cultural festivals at the institute.
  - Coordinated end-to-end event management for the silver jubilee anniversary of the institute. 2025
  - Successfully led the 7-day National Service Scheme camp in Nagar. 2023
  - Assisted with the visirjan of Ganeshji's idols for reuse and recycling for next year. 2023
  - Successfully organized a Polio vaccination camp with PMC and vaccinated 11705 children. 2024
  - Successfully organized Purpletohn awareness walk for Epilepsy at Balewadi stadium. 2024
  - Participated in the tree plantation drive. 2023
  - NDA Marathon, CME Marathon, Satara Half Hill Marathon - 21Km Finisher. 2023-2024
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## LANGUAGES

- English R/W/S
  - Hindi R/W/S
  - Marathi R/W/S
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