

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

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

SKILLS

Soft skills	Technical skills
• Leadership	• MS Office
• Adaptability	• Presentation
• Communication	• Canva
• Teamwork	• AI tools

EDUCATION

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

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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ACOMPLIMENT 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. 2023-2025
 - 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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