

ROLL NUMBER: P25700244


Akshay Sanjay Swami
Male

DOB

28-Jun-1999

TECHNICAL SKILLS

- AutoCAD
- MS Office
- MS Project
- Primavera
- Civil 3D

PERMANENT ADDRESS

36, A, Mahalaxmi Society, Shelagi, Solapur.

City: Solapur

State: Maharashtra

Pincode: 413006

LANGUAGE

- English
- Hindi
- Marathi
- Kannada

SUMMARY OF QUALIFICATION

Course / Programme	Board / University Name	CGPA/ (%)	Passing Year
MBA-ACM	NICMAR University, Pune	8.49	2027
Graduation	WALCHAND INSTITUTE OF TECHNOLOGY, SOLAPUR (WIT)	75.53	2021-Jul
Intermediate	MAHARASHTRA STATE BOARD OF SECONDARY AND HIGHER SECONDARY EDUCATION PUNE	73.69	2017-Jun
High School	MAHARASHTRA STATE BOARD OF SECONDARY AND HIGHER SECONDARY EDUCATION PUNE	91.6	2015-Mar

WORK EXPERIENCE (3 Years 9 Months)
Pushpak Infra Steel Pvt Ltd

06-May-2024 - 20-Jun-2025

1 Years, 1 Months, 14 Days
PROFILE: Sales Manager

- Led and supervised a team of 6 sales executives, ensuring achievement of sales and service targets in the PEB segment.
- Conducted regular site visits to monitor erection progress, coordinate with contractors, and ensure compliance with technical and service requirements.
- Organized client meetings for project reviews, service feedback, and maintaining long-term business relationships.
- Collaborated with design, production, and erection teams to resolve site issues, provide technical clarifications, and ensure timely project execution.
- Prepared sales forecasts, proposals, and reports, tracking project pipeline and ensuring alignment with business goals.
- Promoted solutions in PEB structures to enhance client satisfaction and secure repeat business.

Think & Learn Pvt Ltd

20-Sep-2021 - 17-May-2024

2 Years, 7 Months, 27 Days
PROFILE: Team Lead

Centre Sales Manager (Feb 2024 - May 2024)

Byjus- Think and learn pvt ltd(BTC)

Led a team of 5 Sales associates and 4 Marketing associates, providing mentorship, training, and support to enhance performance.

Balanced team management responsibilities with achieving personal sales targets. Gained valuable experience in people management and its impact on overall business success.

Sr. Business Development Associate (Sep 2022 - Feb 2024)

Byjus- Think and learn pvt ltd

Setting and achieving sales targets for the company. Delivered revenue of around 75 lakhs in 16 months, showcasing exceptional sales acumen. Successfully managed the responsibility of personal individual targets.

Business Development Associate (Sep 2021 - Sep 2022)

Byjus- Think and learn pvt ltd

highly competitive and target-oriented role, mastering the art of converting potential clients to paid subscribers. Achieved sales orders worth 65 lakhs in 12 months.

ACHIEVEMENT DETAIL

Presented a paper on "Planning and design of an urban intersection. A case study on Shanti Chowk, Solapur" at NIRMITEE 2021 of MITWPU, Pune.

â€¢ Secretary of Institution of engineers, India (Local chapter) for the year 2020-2021.

â€¢ Participated in Bridgelt event of AAKAR 2020, IIT - POWAI.

â€¢ Active participation in webinars and online courses like Coursera, EdX, TCSion, TCS on wingspan.