

ROLL NUMBER: P25702053**Kaushal Surendra Shetty**
Male**DOB**

06-Mar-2001

TECHNICAL SKILLS

- AutoCAD
- MS Office
- MS Project
- MS Excel

PERMANENT ADDRESS

Plot No 18 Sai Vrandavan Colony
Paithan Road
City: Aurangabad
State: Maharashtra
Pincode: 431001

LANGUAGE

- ENGLISH
- HINDI
- MARATHI
- TULU

INTERESTS

- Unconventional travelling
- Volunteering and social impact
- Endurance sports
- Creative arts

SUMMARY OF QUALIFICATION

Course / Programme	Board / University Name	CGPA/ (%)	Passing Year
MBA-REUIM	NICMAR University, Pune	7.53	2027
Graduation	MIT ACADEMY OF ENGINEERING	58	2024-May
Intermediate	MAHARASTRA	65	2019-Feb
High School	MAHARASTRA	91	2017-Mar

INTERNSHIP / PROFESSIONAL TRAINING (Total Duration: 17 Weeks)**INTERNSHIPWALA CAREERS**

15-Jun-2021 - 15-Aug-2021

8 Weeks**PROFILE:** BUILDING CONSTRUCTOR

Gained knowledge of building construction processes and project workflows.
Studied site layout, soil testing, and foundation planning.
Learned about structural components (beams, slabs, columns, etc.).
Understood concreting, brickwork, curing, and finishing techniques.
Assisted in cost estimation, project scheduling, and documentation.
Learned safety measures and sustainable construction practices.

GIGFACTORY

04-May-2026 - 04-Jul-2026

8 Weeks**PROFILE:** BUSINESS DEVELOPMENT

- Conducted market research and competitor analysis in the BIM and construction industry.
 - Generated and qualified B2B leads using LinkedIn Sales Navigator and online research.
 - Managed sales pipeline and customer data using HubSpot CRM.
 - Executed LinkedIn outreach campaigns targeting architects, developers, consultants, and contractors.
 - Prepared Excel reports for lead tracking, sales analysis, and business performance.
 - Assisted in business development strategy, client communication, and proposal preparation.
 - Supported digital marketing and LinkedIn content creation to improve brand visibility.
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- Learned omnichannel marketing, CRM management, and strategic business development processes.