

ROLL NUMBER: P24700253

**Mr. Khutale Jaykumar
Prakash**
Male

DOB

07-Feb-2001

TECHNICAL SKILLS

- AutoCAD
- MS Office
- MS Project
- Primavera
- BEXEL
- REVIT
- Cost X
- 3D VISULIZATION

PERMANENT ADDRESS

A/p- Khanote, Tal- Daund, Dist-
Pune
City: Pune
State: Maharashtra
Pincode: 416811

LANGUAGE

- English
- Marathi
- Hindi

Profile Verification Status

- 10th Marksheet/Certificate is not verified.
- 12th Marksheet/Certificate is not verified.
- Graduation Marksheet/Certificate is not verified.
- Aadhar Card is not verified.
- PAN Card is not verified.
- Project / Internship details are not verified.
- Certification details are not verified.

SUMMARY OF QUALIFICATION

Course / Programme	Board / University Name	CGPA/ (%)	Passing Year
MBA-ACM	NICMAR University, Pune	NA	2026
Graduation	SAVITRIBAI PHULE PUNE UNIVERSITY	68.8	2024-Jun
Intermediate	HSC MAHARASHTRA	62.92	2019-Feb
High School	SSC MAHARASHTRA	85.8	2017-Mar

INTERNSHIP / PROFESSIONAL TRAINING (Total Duration: 47 Weeks)**Shitesh Agrawal Architects Pvt.Ltd**

20-Jun-2023 - 07-Dec-2023

24 Weeks**PROFILE: INTERN (TRAINEE ARCHITECT)**

- Prepared **detailed architectural drawings and 3D models** for high-rise residential and commercial projects, ensuring **design accuracy, statutory compliance, and alignment with client requirements**.
- Conducted **regular site progress reviews**, identified execution gaps, and presented **structured observations** to project managers to support timely and informed decisions.
- Evaluated **construction materials and vendors**, supported **cost estimation**, and contributed to **value engineering and cost-optimization measures**.
- Coordinated with **architects, contractors, consultants, and clients** to ensure **design intent and technical requirements** were maintained throughout execution stages.
- Researched **emerging construction technologies and sustainable materials** through expert-led sessions and applied insights to improve **design practicality and project efficiency**.

Vanguard Ventures

19-Mar-2025 - 10-Jul-2025

16 Weeks**PROFILE: Strategic Business Development (Sales intern)**

- Activated and managed 25+ **Channel Partners (CPs)**, increasing project visibility and generating **74 Cr+ in potential sales leads**
- Delivered **structured sales and project presentations** to CPs and prospective clients, effectively communicating pricing, location advantages, and project USPs.
- Supported **B2C and B2B client interactions**, including inquiry handling, site visit coordination, and follow-ups, contributing to improved lead conversion efficiency.
- Conducted **field operations and channel activation visits**, identifying new market pockets and supporting geographic expansion initiatives.
- Performed **competitive market analysis** by benchmarking competitor projects on pricing, product mix, and go-to-market strategies to support sales planning.
- Prepared **market intelligence and performance reports**, aiding pricing strategy, product positioning, and campaign planning.

- Strengthened **communication, negotiation, and stakeholder management skills** through regular interaction with CPs, clients, and internal sales teams.

Key BD Exposure: **Channel Sales | Client Engagement | Lead Generation | Market Research | Sales Support | Commercial Positioning**

Vanguard Ventures

19-May-2025 - 10-Jul-2025

7 Weeks**PROFILE:** Strategic Business Development (Sales intern)

- Activated and managed **25+ Channel Partners (CPs)**, increasing project visibility and generating **â,14 Cr+ in potential sales leads**
- Delivered **structured sales and project presentations** to CPs and prospective clients, effectively communicating pricing, location advantages, and project USPs.
- Supported **B2C and B2B client interactions**, including inquiry handling, site visit coordination, and follow-ups, contributing to improved lead conversion efficiency.
- Conducted **field operations and channel activation visits**, identifying new market pockets and supporting geographic expansion initiatives.
- Performed **competitive market analysis** by benchmarking competitor projects on pricing, product mix, and go-to-market strategies to support sales planning.
- Prepared **market intelligence and performance reports**, aiding pricing strategy, product positioning, and campaign planning.
- Strengthened **communication, negotiation, and stakeholder management skills** through regular interaction with CPs, clients, and internal sales teams.

Key BD Exposure: **Channel Sales | Client Engagement | Lead Generation | Market Research | Sales Support | Commercial Positioning**

CERTIFICATION DETAIL

- Participated in competition for designing day to day, interior/exterior spaces on 1ST APRIL, 2023 Geriatric Society Of India.- Pune Chapter
- Completed short term course for Medical Architecture for the Elderly in collaboration with Geriatric Society of India in 2023-2024
- Fold Unfold 2020- Annual Exhibition & Workshop event on "Architecture & Landscape Architecture"
- Startup India- Completed Communication and Confidence Building Course
- NPTEL-Ethics in Engineering Practice
- Completed Architecture Software Course, by ArchTech Software Training Institute 2023-24
- Successfully completed the Finlatics Start-Up Strategist Experience Program. 2025
- Digital quality control workshop participation certificate
- NPTEL Indian Economy: Some Contemporary Perspectives
- Completed Architecture Software Course, by ArchTech Software Training Institute 2023-24

ACHIEVEMENT DETAIL

- Design and decoration committee Head for NICMAR Ganesh Utsav 2025.
- Volunteered in college event TECHNIKALA 2025
- Secured Silver Medal at NPTEL online certificated course on "Ethics in Engineering Practice" by IIT Kharagpur.2024
- Participated in "Paper Presentation" on ASSESSMENT OF BUILDING WASTE RECYCLING organized by STES in 2022-2023