Ram Babu Soni

Budhwara ward 7,

Near old Police Station

Rahatgarh Dt. Sagar (MP)

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Mobile: +91 7067868575,9753333357



**Objective**

An organized professional with proven teaching guidance, and counselling skills. Possess a strong track record in improving test scores and teaching effectively. Skilled at communicating Complex information in a simple and entertaining manner. Looking to contribute my knowledge and skills in academy that offers a genuine opportunity for career progression.

**Personal Skills**

Need analysis, Team Management, Relationship Management, Flexible, Quick learner, Self motivated, Creative, Honest.

**Professional experience**

1. **MPPSC Examinations**

Wrote MPPSC mains 2013 (Subjects- Sociology and Military Science).

Wrote MPPSC mains 2014.

Wrote MPPSC mains 2016.

Wrote MPPSC mains 2017.

1. **Lakshya Academy (Sagar)**

Working as a full time Teacher From 01/04/2017 to 30/11/2018

**Responsibilities:**

* Assess and look after 80+ students progress throughout the course and work closely with other staff to efficiently plan and coordinate work.
* Provide informative presentations to students regarding different areas of studies and ensure that all students fully comprehend all aspects.
* Carrying out Management Activities.
* To co ordinate with the internal set up.

1. **Nestle India Ltd. Goa,Mehsana(Gujarat)**

Worked as Territory sales Officer since (12th July. 2013 to 10TH February 2016)

**Responsibilities:**

* To manage the present Dealer Network.
* To expand network in terms of new dealers in the assigned territory.
* To conduct regular meetings with influencers such as distributors,retailers for business development.
* To ensure placement of new products as per company norms.
* To brief the dealers on promotional schemes and motivate them for qualification.
* To meet the day to day requirements in terms of getting orders from the dealers and collecting payments and reducing outstanding.
* To attend and resolve the customer complaints in stipulated time frame.

**Academic Profile**

1. Post Graduation (M.B.A.) :Masters of Business and Administration (Marketing Management) from Prestige institute of Management & Research, Indore (2010-2012)
2. Graduation (B.B.A):Bachelor of Business Administration Prestige institute of Management & Research, Indore (2006-2009)
3. Higher Secondary: St.Thomas Convent Higher Secondary School, Begumganj Dt.Raisen
4. High school: St.Thomas Convent Higher Secondary School, Begumganj Dt.Raisen

**Computer Proficiency**

Working knowledge

**Training/Projects**

**45 days of Summer Internship** in Amul India Indore in sales section.Project Title: - Study of all the products which come under sales section at Amul India and analyse the best selling product.

**Achievements/Extra Curricular Activities**

* Achieved Ever highest sales record for three months in the financial year 2014-15
* Member of the Rotaract Club, PIMR
* Student placement Coordinator in placement cell
* Discipline Committee Coordinator at PIMR Manthan 2006,2007,2008,2009,2010,2011,2012.

**Personal Profile**

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| --- | --- | --- |
| Fathers Name | : | Shri Shivkant Soni |
| Date of Birth | : | 11th October, 1988 |
| Per. Address | : | Budhwara Ward 7,Rahatgarh Dt. Sagar |
| Nationality | : | Indian |
| Sex | : | Male |
| Marital Status | : | Married |
| Hobbies | : | Pet Lover,Social Works,Spending time with Children. |
| Language Known | : | English, Hindi |

(Ram Babu Soni )