**Varun Deshpande **

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**Career Objective**

Seeking a challenging career with a progressive organization that provides an opportunity to capitalize my technical/sales abilities and skills.

**Education Credentials**

Graduation -B. E Mechanical from Rajiv Gandhi proudyogiki Vishwavidyalaya Bhopal (2010-2014)-67.6%

H.S.C- Jagrati higher secondary school, Indore (M. P)- 51%

**Career Overview**

**Catalyser-IIT-JEE Preprations(21-3-22 to 21-4-22)**

***Working As Admission Counsellor***

1.Taking the counselling session with parents as well with students.

2.Explaining all the key points what catalyser does provide.

3.Scheduling the interview of the counselling attended parents & students.

4.After interview discussion depending upon the report and scholarship provided.

5.Conveincing them to take admission and full onboarding procedure with documentation.

**Byju’s the learning app (26-10-21 to 28-11-21)**

1. Worked as senior business associate.
2. Having a daily cold calling process with pan India customers for explaining the product.
3. Completing the daily call time period and numbers of connected calls.
4. Planning the customer visit after convincing the product on the call.
5. At the physical visit explaining the product in brief with the demo session.
6. Closing the deal on the spot by having negotiation &providing the best price keeping in mind for the profitable business for the company.
7. Completing the payment process with the clients and taking all the required documents for dispatching the product.

**Lomos Archilabs, Bangalore (10-05-21 to 28 -07-21)**

1. Started working as Business development associate and subsequently promoted as Team Leader.
2. Having a daily cold calling process with pan India customers for explaining the product about architectural and interior designing software’s.
3. Inquired customers list is being given from the company side.
4. Enrolling the customers for the demo session for understanding about the product.
5. Maintaining the data through Microsoft excels as well as zoho crm.
6. Promoted as **Team Leader** on 01-07-21.
7. Giving training to the new comers for pitching the product to the customer on call .
8. Having a call session after attending the demo class and closing the deal on the call itself by providing the best pricing part keeping the profit margin for the company in mind
9. Motivating and helping the team members for closing the deal in a single call.

**Entrepreneur start-up (2017-2020)**

Started a Restaurant in Indore city, operated it successfully 3 years till 2020 December with the handled all the activities related to operations, sales and marketing. Focused customer interaction to achieve customer delight.

**Badve Autotech Pvt Ltd, Ahmedabad (2015 to 2017)**

1. Started working as junior engineer in design and development function for Automotive fabricated parts for 2 wheelers.
2. Development of proto samples, initial lot making and mass production implementation.
3. Coordinating engineering changes (ECN) and making bill of material.
4. Aligning development activities like raw material inspection, master samples and customer line audits.

**Software -Persuade designing AutoCAD software from Indo German Tool Room , Indore.**

**Industrial training & Workshop**

1. Two weeks training at M/S J.K files Pithampur (M.P), who are manufactures for industrial files.
2. Three weeks training at M/S Guru Nanak engineering works, Kota (Rajasthan).
3. 2days training on car assembly organised by M/S Maruti Suzuki.
4. Attended workshop on CAD/CAM/CAE/MPCON.

**Achievement**

Led the college team for S.A. E Baja India event 2013.which involves making of All Terrain Vehicle for racing.

**Personal Qualities**

Positive attitude with excellent communication skills, ready to take up the challenging goals supportive to team target achievement.

**Declaration**

I here by assure that the above information is true and complete to the best of my knowledge.