



THOMAS PROFILE COMPETENCIES

Drive for results
Building & Maintaining Relationships
Motivating And supporting
Interpersonal skills

TECHNICAL SKILLS & CERTIFICATIONS

Account Management and Salesforce Design from *Coursera*
Customer Success Management Fundamentals from *LinkedIn Learning*
How to innovate with strategy canvas from *BIZ consulting services*
Learning HubSpot CRM from *LinkedIn Learning*

INTERESTS & HOBBIES

Cricket
Automobiles
Travelling
Video Editing
Gardening

REACH ME AT

MOBILE NUMBER

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Linkedin Profile

[linkedin.com/in/adesh-jambagi](https://www.linkedin.com/in/adesh-jambagi)

Domicile

Belagavi, Karnataka

LANGUAGE

English, Hindi, Kannada & Marathi
(Reading, writing, speaking, and listening)

Adesh Jambagi

PGDM in Marketing with Innovation & Entrepreneurship Minor - Equipping for Sales and Service.

CAREER OBJECTIVE

Experienced and accomplished sales professional with a strong track record in executing strategies to achieve sales targets. A skilled communicator and attentive listener, committed to fostering client relationships for your company's success.

PROFESSIONAL EXPERIENCE

Organisation: Byju's-The Learning App, Bengaluru, Karnataka.
Designation & Duration: Business Development Associate | 6 months|
Summary: Contact potential customers to set up meetings and counsel the students on learning pedagogies and BYJU's Learning Journey. Generated sales of Rs 6.6L

INDUSTRY PROJECT(S)

Organisation: Red-Bull – via Forage.
Topic: On-Premise sales
Summary: Analysed data and understanding how data is used to evaluate account health and make strategic decisions. Reviewed two objections from customers and strategies to overcome these objections.

Organisation: Vega Auto Accessories Pvt Ltd, Belagavi, Karnataka.
Designation & Duration: Product Management-Intern | 4 months|
Summary: Looked after the product quality and equipment requirement during production. Modified paint kitchen equipment to save paint loss.

ACADEMIC PROJECT(S)

Company: Mr. Limpio (Car Care & Bistro)-Under Innovation & Incubation
Topic: Innovation in the Car Services process-Innovation Incubation
Objective: To create an exhibitable business plan by exploring the industry, assessing user problems, and developing ideas which will be surveyed, analysed, evaluated, prototyped, and tested.

PROFESSIONAL QUALIFICATIONS

Post Graduate Diploma in Management in Marketing | Entrepreneurship Minor | Jagdish Sheth School of Management | Class of 2024 | **CGPA : 7.5**
Bachelor of Engineering | KLE Technological University | 2021 | **CGPA : 7.6**

PAST EDUCATION

Pre-University Education with Science | Expert Pre-University College | 2017 | **83%**
Secondary School | Shri Mahaveer English Medium School | 2015 | **CGPA: 9.4**

ACCOMPLISHMENTS & ACTIVITIES

- **Participated** in PUPA, an accelerated entrepreneurial experience
- **Participated** in a volleyball intercollege competition.
- **Lead** the Idea Club and hosted events in the annual fest.