



## THOMAS PROFILE COMPETENCIES

**Listening**  
**Communication Style**  
**Interpersonal Skills**

## TECHNICAL SKILLS

**Excel** - Intermediate  
**SPSS** - Intermediate  
**Zoho CRM** - Beginner

## INTERESTS & HOBBIES

Trekking  
Mixed martial arts  
Theatre

## REACH ME AT

**Mobile Number**  
+91 9741180562  
**Email Id**  
[akhil.d2224@jagsom.edu.in](mailto:akhil.d2224@jagsom.edu.in)  
[akhildasaneni@gmail.com](mailto:akhildasaneni@gmail.com)  
**Linkedin Profile**  
<https://www.linkedin.com/in/akhil-dasaneni>  
**Domicile**  
Bengaluru, Karnataka

## LANGUAGES KNOWN

**English, Hindi, and Kannada**  
(Reading, Writing, Speaking, and Listening)  
**Tamil and Telugu**  
(Speaking and Listening)

## Akhil D

*PGDM in Marketing with Analytics Minor - Equipping for Sales and service*

## CAREER OBJECTIVE

My career objective is to secure a role in the field of Business Development and Account management, that allows me to utilize my competencies to drive revenue growth and build strong relationships with clients.

## PROFESSIONAL EXPERIENCE

**Organization:** Gogappi Pvt Ltd

**Designation & Duration:** Business Development Executive (15 months)

**Summary:** I was responsible for managing and training vendors. I also conducted surveys to understand customer preferences. I hired other business development executives and managed a team of 5 on a daily basis. Additionally, I was in charge of handling both vendor and customer issues for delivery services in three areas.

## INDUSTRY PROJECT

**Organization:** Gogappi Pvt Ltd

**Designation & Duration:** Business Development Intern (3 months)

**Summary:** I onboarded over 600 vendors onto the platform and conducted app testing to ensure a user-friendly interface. Furthermore, I collected data from both customers and vendors which was later used to understand customer preferences.

## ACADEMIC PROJECTS

**Organization:** OMD Omnicon Media

**Topic:** Request for problem (RFP) project on Muthoot Finance for OMD

**Objective:** The research report presented findings of a quantitative research study conducted through a survey to assess customer awareness of gold loans, identify the barriers and triggers influencing their choice of gold loans, and evaluate customer familiarity with gold loan companies. *(Project in progress)*

**Subject:** Research Incubation Project in the Advertising and Media Industry.

**Objective:** Studied the sector and the organizational structure of a few of the leading companies in detail.

## PROFESSIONAL QUALIFICATIONS

**Post Graduate Diploma in Management in Marketing | Analytics Minor | Jagdish Sheth School of Management, Bengaluru | Class of 2024 | CGPA of 8.0**

**B.E -Industrial Engineering and Management | Dayananda Sagar College of Engineering, Bengaluru | 2020 | CGPA of 6.9**

## PAST EDUCATION

**Higher Secondary with Science | Narayana P.U College, Bengaluru | 2015 | 62%**

**Secondary School | Cambridge Public School, Bengaluru | 2015 | 68%**

## ACCOMPLISHMENTS & ACTIVITIES

- Student In charge of College Emcee team (2018 – 2020)
- Participated and performed Street plays to raise awareness on social evils.(2016-2019)
- Trained up to 500 students on public speaking and Emceeing in a span of 3 months. (2018)