

Saurabh Kishor Pawar



ASM's Institute of Business Management & Research, Pune | Marketing, Tourism & Hospitality | M.B.A (2019 - 2021)

PROFESSIONAL SUMMARY				
Enterprenuer with 5 Years of Experience is Sales, Marketing, Operations Divison & Industries Like Waterproofing, Life Insurance, Hospital, Healthcare & Automobiles. Skilled in Sales, Marketing, Entrepreneurship,Team Handling, Problem Solving, Negotiation, Teamwork, Communication Skills, Time Management, Recruitment, Administration, Project management, Strategic Thinking, Data Analysis, Communication, Leadership, Etc. Self Motivate & Fast Learner with Ability to Quickly Adjust the New Responsibility in Diverse Environment. An Effective Communicate with Demonstrated Organizational Abilities Diagnosing & Resolving Complex Issues.				
Year	Degree	Institute	University / Board	Results (%)
2021	M.B.A	ASM’s Institute of Business Management & Research, Pune		63.28 (6.99/10)
2019	B.Voc Software Development	Sangamner Nagarpalika Arts, D.J. Malpani Commerce & B.N. Sarda Science College, Sangamner		64.78 (7.87/10)
2016	H.S.C	Bhausahab Gunjal Patil Sahyadri Junior College, Sangamner		56.31
2014	S.S.C	Shri. Digambar Ganesh Saraf Vidyalaya, Sangamner		62.20
WORK EXPERIENCE				
K. D. Aher Building Systems Pvt. Ltd, Pune	• Position :- <u>Assistant Manager</u> 1) In Period between April 2024 to April 2025 working as Assistant Manager & Team of Architects, Engineers & Contractors, which is Working under me 2) Project like Iconic Buildings of Country, Homes, Commercial Projects, Hospitals, Data Centres, Five-Star Hotels, Food Processing Units, Etc handled by the Company 3) Responsibilities like Site Visit, Operations, Training, Sales, Marketing, Site Management, 4) Sales & Marketing of Kemper System, Kemperol Company & their Waterproofing Products, Primer, Reinforcement Fleece 5) Projects like Godrej Memorial Hospital, Force Motors, Bajaj Brandview, Bridgestone, Dr.D.Y.Patil Institute, Kamalnayan Bajaj Hospital, Lavasa Country Club, Skoda Auto Volkswagen,SMBT Hospital, Varroc, West End Mall, Etc handled by our Team 6) Achieved as Employee of the Year Award after 31 st March 2025 by the Company			Duration :- <u>12 Months</u>
Future Generali India Life Insurance Company Ltd, Pune	• Position :- <u>Assistant Branch Manager</u> 1) In Period between March 2023 to March 2024 working as Assistant Branch Manager & I made Team of 17 People, which is Working under me 2) Total 12 Insurance Managers & 5 Insurance Advisors working currently 3) Achieved 23+ Cases of Rs. 60,000/- & Rs. 1,00,000/- which was successfully Registered 4) Responsibilities like Recruitment of New IM & Advisors, Selling various types of Plans to the Clients 5) Achieved Early Confirmation in 1 st Month of Joining & received the Bonus & Trophy in very 1 st Month 6) Achieved Award of Excellence in JFM’s Jai Ho Contest by the Future Generali India Life Insurance Company Ltd			Duration :- <u>12 Months</u>
Suyash Multispeciality Hospital, X-Ray & Research Center, Sangamner	• Position :- <u>Manager & Administrator</u> 1) In Period between April 2021 to February 2023 working as Manager & In 2 nd Wave of Covid 19 total 600+ Patients Admitted & got Discharged from Hospital 2) Both Covid & Non Covid Patients was Handled by the Management Team of Hospital 3) Responsibilities like Billing, Accounting, Hospital Management, Staff Management, Cash Handling, Maintainance, Etc 4) Also Managed the Medical Team, Laboratory Team & X-Ray Team 5) Also Mediclaim Reimbursement, Cashless System & Claim Settlement was Managed by me 6) Awarded as Covid 19 Warrior by the Hospital Management in the 2 nd Wave of Covid 19			Duration :- <u>21 Months</u>
M/S. SaiArpan Mahindra Tractors, Akole	• Position :- <u>Assistant Manager</u> 1) In the Period of LockDown total 212+ Tractors Sold & Largest Sale of Tractors & Farm Equipments was Managed 2) Exchange of any Companies Old Tractors with New Mahindra Tractors was Managed by my Team 3) Loan & Finance providing for New Mahindra Tractors & Farm Equipments was Managed 4) Insurance providing for New Mahindra Tractors & Claim of Insurance after Accidents of Tractors 5) Selected as Leader of Sale & Recovery Team by the Dealer 6) Awarded as Best Seller of the Season & Covid 19 Warrior Team by the Mahindra Tractors Association, Ahmednagar			Duration :- <u>9 Months</u>
SUMMER INTERNSHIP PROJECT				
M/S. SaiArpan BharatGas Gramin Vitarak, Akole	• Position :- <u>Assistant Manager</u> 1) In the Period of 1 st LockDown total 32,000+ LPG Cylinders Sold to 12,250+ Customers under PMUY (Pradhan Mantri Ujjwala Yojana) in 3 Months 2) Other than PMUY Customers we provided LPG Cylinders to remaining 36,500+ Customers 3) Total 284+ New LPG Connections Released in the Covid 19 Pandemic Situation 4) Also Sold the Home Apliances like Hotplate, CookWare, Lighter, Cylinder Trolley, Suraksha Hose Pipe, Lighter Can, Etc 5) Selected as Leader of Sales & Distribution Team by the Agency Proprietor 6) Awarded as Best Seller of LPG Cylinders & Covid 19 Warrior Team by the Agency & Management			Duration :- <u>3 Months</u>
ACADEMIC ACHIEVEMENTS				
Competitive Exams	• Scored 46% in IRDA Exam for getting the Codes of Insurance Company • Scored 86.23% in #FuelForNation Aptitude Championship conducted by FUEL & CITI Foundation • Scored 59.77% in IT-ITeS SSC NASSCOM Exam conducted by N.S.D.C Delhi • Scored 53.71% in IT-ITeS SSC NASSCOM Exam conducted by N.S.D.C Delhi			(2021) (2019) (2019) (2018)
Co-Curricular & Scholarships	• Scored 74.00% in MCC Exam conducted by Maharashtra Chhatra Sena • Scored 47.33% in Secondary School Scholarship Exam conducted by Maharashtra Examination Council • Scored 72.66% in Pre-Secondary School Scholarship Exam conducted by Maharashtra Examination Council			(2013) (2011) (2008)
Certifications	• Awarded as Employee of the Year Award on 31 st March 2025 by the K.D.Aher Building Systems Pvt. Ltd Company • Awarded as Early Confirmation of the Month Award (March 2023) from Future Generali India Life Insurance Company Ltd • Achieved the Award of Excellance in JFM’s Jai Ho Contest from Future Generali India Life Insurance Company Ltd • Awarded as Gold Star of the Month (July 2022) from Manipal Cigna Health Insurance Company • Awarded as Gold Star of the Month (July 2022) from Manipal Cigna Health Insurance Company • Awarded as Super Star of the Month (June 2022) from Manipal Cigna Health Insurance Company • Awarded as Rising Star of the Month (April 2022) from Manipal Cigna Health Insurance Company • Awarded as Debut Star of the Month (March 2022) from Manipal Cigna Health Insurance Company • Achieved the Race Milestone of coding under Quick Start Program 2022 from Future Generali Total Insurance Solutions • Awarded as Lakhpati of the Month (February 2022) from Future Generali Total Insurance Solutions • Achieved the Early Bird Milestone of coding under Quick Start Program 2022 from Future Generali Total Insurance Solutions • Achieved the 46’t Business Conference & Training at Goa Organized by Indus Health Plus Pvt Ltd • Achieved the Associate Club Conference & Training at Igatpuri Organized by Indus Health Plus Pvt Ltd • Completed Certification Course of #FuelForNation conducted by FUEL & CITI Foundation • Achieved the 41’t Business Conference & Training at Agra Organized by Indus Health Plus Pvt Ltd • Completed Training Programme & Certification Course in Android, PHP, HTML-5 & CSS-3 in 3 Years conducted by SSIT Nagpur • Completed National Level Workshop Organized by Mechanical Engineering Student Association (MESA)			(2025) (2023) (2022) (

