Saurabh Kishor Pawar

M.B.A

B.Voc Software Development

2021

2019

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

spitality | M.B.A (2019 - 2021)

University / Board

SPPU Pune

SPPU Pune

63.28 (6.99/10)

64.78 (7.87/10)

(Since 2017)

PRO	FESSIOI	NAL SU	JMMA	۱R۱
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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.

Institute

ASM's Institute of Business Management & Research, Pune

Sangamner Nagarpalika Arts, D.J. Malpani Commerce & B.N. Sarda Science College, Sangamner

K. D. Aher Buildir Systems Pvt. Ltd, P	H.S.C			64.78 (7.87/10)		
K. D. Aher Buildir		Bhausaheb Gunjal Patil Sahyadri Junior College, Sangamner	Maharashtra	56.31		
	S.S.C	Shri. Digambar Ganesh Saraf Vidyalaya, Sangamner	Maharashtra	62.20		
		WORK EXPERIENCE				
	ag Posi	tion :- Assistant Manager		Duration :- 12 M o		
	une 1) In P 2) Pro	Period between April 2024 to April 2025 working as Assistant Manager & Team of Architects, Engineers & Contiger in the Iconic Buildings of Country, Homes, Commercial Projects, Hospitals, Data Centres, Five-Star Hotels, For a ponsibilities like Site Visit, Operations, Training, Sales, Marketing, Site Management,		der me		
	5) Pro Volksv	es & Marketing of Kemper System, Kemperol Company & their Waterproofing Products, Primer, Reinforcement jects like Godrej Memorial Hospital, Force Motors, Bajaj Brandview, Bridgestone, Dr.D.Y.Patil Institute, Kamal wagen,SMBT Hospital, Varroc, West End Mall, Etc handled by our Team		Country Club, Skoda Auto		
Future Consus		nieved as Employee of the Year Award after 31st March 2025 by the Company		Duration : 12 Ma		
Future Generali India Life Insuran Company Ltd, Pui	ce 1) In P 2) Tota 3) Ach 4) Res 5) Ach	tion: - Assistant Branch Manager Period between March 2023 to March 2024 working as Assistant Branch Manager & I made Team of 17 People al 12 Insurance Managers & 5 Insurance Advisors working currently nieved 23+ Cases of Rs. 60,000/- & Rs. 1,00,000/- which was successfully Registered ponsibilities like Recruitment of New IM & Advisors, Selling various types of Plans to the Clients nieved Early Confirmation in 1st Month of Joining & received the Bonus & Trophy in very 1st Month nieved Award of Excellence in JFM's Jai Ho Contest by the Future Generali India Life Insurance Company Ltd	, which is Working under me	Duration :- 12 M o		
Suyash Multispeciality		tion :- Manager & Administrator		Duration :- 21 Mo		
X-Ray & Research Ce Sangamner	1) In F 2) Bot 3) Res 4) Also 5) Also	Period between April 2021 to February 2023 working as Manager & In 2 nd Wave of Covid 19 total 600+ Patients h Covid & Non Covid Patients was Handled by the Management Team of Hospital sponsibilities like Billing, Accounting, Hospital Management, Staff Management, Cash Handling, Maintainance, o Managed the Medical Team, Laboratory Team & X-Ray Team to Mediclaim Reimbersement, Cashless System & Claim Settlement was Managed by me arded as Covid 19 Warrior by the Hospital Management in the 2 nd Wave of Covid 19		•		
M/S. SaiArpan Mah		tion :- Assistant Manager		Duration :- 9 Mo		
Tractors, Akole		he Period of LockDown total 212+ Tractors Sold & Largest Sale of Tractors & Farm Equipments was Managed				
	2) Exc	hange of any Companies Old Tractors with New Mahindra Tractors was Managed by my Team				
		in & Finance providing for New Mahindra Tractors & Farm Equipments was Managed				
		urance providing for New Mahindra Tractors & Claim of Insurance after Accidents of Tractors				
		ected as Leader of Sale & Recovery Team by the Dealer arded as Best Seller of the Season & Covid 19 Warrior Team by the Mahindra Tractors Association, Ahmednag	ar			
	0) AW	SUMMER INTERNSHIP PROJECT	<u>aı</u>			
M/S. SaiArpan Bha	ratGas • Posi	tion :- Assistant Manager		Duration :- 3 Me		
			ri Hiiwala Voiana) in 2 Montl			
Gramin Vitarak, Ak		he Period of 1st LockDown total 32,000+ LPG Cylinders Sold to 12,250+ Customers under PMUY (Pradhan Mant	ri Ojjwala Yojana) in 3 ivionti	15		
		ner than PMUY Customers we provided LPG Cylinders to remaining 36,500+ Customers al 284+ New LPG Connections Released in the Covid 19 Pandemic Situation				
		o Sold the Home Apliances like Hotplate, CookWare, Lighter, Cylinder Trolley, Suraksha Hose Pipe, Lighter Can	Ftc			
		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				
	377111	ACADEMIC ACHIEVEMENTS				
Competitive Exan	ns Scou	red 46% in IRDA Exam for getting the Codes of Insurance Company		(2		
Competitive Exam		red 86.23% in #FuelForNation Aptitude Championship conducted by FUEL & CITI Foundation		(1		
		red 59.77% in IT-ITeS SSC NASSCOM Exam conducted by N.S.D.C Delhi		(
		red 53.71% in IT-ITES SSC NASSCOM Exam conducted by N.S.D.C Delhi		(
Ca Commissulan R		•				
Co-Curricular & Scholarships		red 74.00% in MCC Exam conducted by Maharashtra Chhatra Sena red 47.33% in Secondary School Scholarship Exam conducted by Maharashtra Examination Council		()		
Scholarships		red 72.66% in Pre-Secondary School Scholarship Exam conducted by Maharashtra Examination Council		() (
Certifications		arded as Employee of the Year Award on 31 st March 2025 by the K.D.Aher Building Systems Pvt. Ltd Company		(2		
certifications		arded as Early Confirmation of the Month Award (March 2023) from Future Generali India Life Insurance Comp	nany Itd	(2		
		leved the Award of Excellance in JFM's Jai Ho Contest from Future Generali India Life Insurance Company Ltd	carry Etu	(2		
		orded as Gold Star of the Month (July 2022) from Manipal Cigna Health Insurance Company		(2		
		orded as Gold Star of the Month (July 2022) from Manipal Cigna Health Insurance Company		(1		
		orded as Super Star of the Month (June 2022) from Manipal Cigna Health Insurance Company		(1		
		orded as Rising Star of the Month (April 2022) from Manipal Cigna Health Insurance Company		(1		
		orded as Debut Star of the Month (March 2022) from Manipal Cigna Health Insurance Company		· (2		
		ieved the Race Milestone of coding under Quick Start Program 2022 from Future Generali Total Insurance Solu	itions	-		
				(2		
	• Awa	rded as Lakhpati of the Month (February 2022) from Future Generali Total Insurance Solutions		-		
		irded as Lakhpati of the Month (February 2022) from Future Generali Total Insurance Solutions ieved the Early Bird Milestone of coding under Quick Start Program 2022 from Future Generali Total Insurance	Solutions	(2		
	• Achi		Solutions	(2 (2		
	• Achi	eved the Early Bird Milestone of coding under Quick Start Program 2022 from Future Generali Total Insurance	e Solutions	(; (; (;		
	• Achi • Achi • Achi	eved the Early Bird Milestone of coding under Quick Start Program 2022 from Future Generali Total Insurance eved the 46'th Business Conference & Training at Goa Organized by Indus Health Plus Pvt Ltd	e Solutions	(2 (2 (3		
	• Achi • Achi • Achi • Com	ieved the Early Bird Milestone of coding under Quick Start Program 2022 from Future Generali Total Insurance ieved the 46'th Business Conference & Training at Goa Organized by Indus Health Plus Pvt Ltd ieved the Associate Club Conference & Training at Igatpuri Organized by Indus Health Plus Pvt Ltd	Solutions	(2 (2 (2 (2 (2 (2 (2		
	• Achi • Achi • Achi • Com • Achi • Com	leved the Early Bird Milestone of coding under Quick Start Program 2022 from Future Generali Total Insurance leved the 46'th Business Conference & Training at Goa Organized by Indus Health Plus Pvt Ltd leved the Associate Club Conference & Training at Igatpuri Organized by Indus Health Plus Pvt Ltd apleted Certification Course of #FuelForNation conducted by FUEL & CITI Foundation		(; (; (; (; (;		

 $\textbf{1)} \ \mathsf{During} \ \textbf{College} \ \textbf{Period} \ \mathsf{done} \ \textbf{Work} \ \mathsf{with} \ \textbf{K.D.} \ \textbf{Aher} \ \textbf{Building} \ \textbf{Systems} \ \textbf{Pvt.} \ \textbf{Ltd}$

2) Identified process of WaterProofing & Working of WaterProofing
3) Surveyed with Architects, Engineers, Contractors & seeing Site Work on D.Y Patil College, Pune, Venkys Food Factory, Amit Enterprises, Lodha Group, Etc

Associate Club Member of Indus Health Plus Pvt Ltd
 1) At Age of 18 joined as Member of Indus Health Plus Pvt Ltd

2) From 2017 provided Health Checkups for 50+ People & getting Income + Incentive

3) Since 2017 achieved the 2 Domestic Business Conferences at Agra & Goa

	POSITION HELD & PARTICIPATION	
ASM's Institute of Business	• Selected as a Member of Marketing Club at ASM's IBMR among a Batch of 240+ Students	(Mar 2020)
Management & Research, Pune	• Selected as a Member of ASM's Insignia Cultural Event of the Institute	(Mar 2020)
	• Selected as a Vice Captain of Business Research Method Team for BRM Project Competition	(Nov 2019)
S.N. Arts, D.J. Malpani	• Selected as a Member of TechnoFest Cultural Event of the College for 3 Years	(2016-2019)
Commerce & B.N. Sarda Science	• Selected as a Member of NetWorking Team & HTML-5 & CSS-3 Team for the Competition	(2017-2018)
College, Sangamner	• Selected as a Leader of Computer Fundamentals Team of the Class of 50+ Students	(2016)
Bhausaheb Gunjal Patil Sahyadri	• Selected as a Leader of Information Communication Technology Team of the Class of 72+ Students	(2014-2015)
Junior College, Sangamner	• Selected as a Volunteer of 8 Students team for National Level Workshop Organized by Mechanical Engineering Student Association (MESA)	(2015)
Shri. Digambar Ganesh Saraf	• Selected as a Volunteer for Maharashtra Chhatra Sena (MCC)	(2012-2013)
Vidyalaya, Sangamner	• Selected as a Volunteer for District Level Science Exhibition	(2013)
	• Selected as a Candidate for Special Parade on 26 January arranged by Government of Maharashtra	(2013)
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