RITIK GUPTA

Business Development Executive

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830, Bhawani peth pune 411002

EDUCATION

Automobile Engineering-9.56 sgpa
Dhole Patil college of engineering
2020-2021

12(HSC) -68.5%
A.S.D.B Dadawal Junior college
2018-2020

HARD SKILLS

- MS Office
- CRM Softwares
- Social media marketing
- Marketing

SKILLS SKILLS

- Communication (verbal and non verbal)
- Adaptability
- Negotiation
- Collaboration and Teamwork
- Presentation skills

LANGUAGE

- English
- Hindi
- Marathi

ABOUT ME

To secure a challenging position in a dynamic organization where I can utilize my skills, contribute to the company's success, and continue to grow both personally and professionally. I am eager to apply my engineering expertise to solve real-world problems and collaborate with innovative teams. My goal is to drive technological advancements and achieve sustainable solutions

PROFESSIONAL EXPERIENCE

Business Development intern
Mayra kitchen Interiors l Pune
01/07-01/12 2023

I excelled as a Business Development Executive. Through engaging B2B meetings and effective negotiation, I secured deals with interior designers and builders, driving business growth. Additionally, I provided exceptional customer service and conducted fieldwork by visiting builder offices to arrange meetings, honing my communication and strategic planning skills. This experience solidified my passion for engineering-based business development and relationship management.

Supply Chain Management intern
Maharashtra Automobiles l Pune
10/04-10/05 2023

Assisted in inventory management, order processing, and vendor coordination. Conducted market research and analysis to optimize procurement processes. Collaborated with cross-functional teams to ensure timely delivery and customer satisfaction.

PROJECT WORK

Traffic sign detection and recognition using AI and ML
Dhole Patil college of engineering
- Developed a real-time traffic sign detection and recognition system using AI and ML..
- Integrated models into a real-time system for live video stream processing.
- Presented project findings at academic conferences and industry events.

ACHIEVEMENTS

Published research review paper
On Traffic sign detection and recognition using AI and ML paper I'd :-"IRJMETS60300086961"

HOBBIES

- Continuous learning and skill development
- Listen broadcast story
- Playing football
- Reading blogs to stay updated with industry trends and innovations