

Mohit Nandkishor Goyal

Male, 30 years

ACADEMIC QUALIFICATIONS			
Year	Degree	Institute/ School	%/ CGPA
2014 - 2016	MBA- IB (Marketing)	Symbiosis Institute of International Business, Pune	3.085/4
2008-20012	BE (Electronics and Telecommunication)	Fr. Conceicao Rodrigues Institute of Technology, Vashi, Navi Mumbai.	61.90%
2006-2008	H.S.C	K.C.E Society's Moolji Jaitha Junior College, Jalgaon.	83.5%
2006	S.S.C	St. Joseph's Convent High School, Jalgaon.	82.40%

WORK EXPERIENCE

April 2017 to present **MBA Entrance Coaching** **Owner and Visiting Faculty**

Roles and Responsibilities	<ul style="list-style-type: none"> Training students for cracking MBA entrance exams like CAT, MBA-CET, NMAT, XAT, SNAP, etc. Subjects: Quant, English and Logical Reasoning. Training students for clearing Banking exams Believe in strengthening 3 pillars of every student viz. Speed, Accuracy and Time Management. Facilitating engineers for campus placements by doing Campus Placement Trainings.
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June 2016 to January 2017 **Aditya Birla Fashion and Retail Ltd. - Pantaloons** **Assistant Store Manager**

Roles and Responsibilities	<ul style="list-style-type: none"> Ensure achievement of targets by continuously tracking the critical Ops KPIs To implement & review regular sales performance tracking and action plan for all employees at the front end basis individual performance. To ensure opex reduction Enhancing consumer experience at stores and increasing the loyalty base. To ensure the warehouse is maintained as per the prescribed guidelines. To ensure an effective on boarding experience to all the new joiners and create a platform for Learning employee developments To ensure trainings basis the TNA & a structured training calendar of process & product, to ensure appropriate focus on each employee to develop & enhance their productivity To facilitate & ensure regular engagement activities to drive employee motivation & maintain employee connect & higher levels of employee satisfaction and reduced attrition
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September 2012 to May 2014 **AtoS India Private Limited, Pune, Maharashtra** **Software Engineer**

Roles and Responsibilities	<ul style="list-style-type: none"> Contributed in a support project in Oracle E-Business Suite in Enterprise Resource Planning Involved in new developments using Oracle Applications and PL/SQL Handled changes in Evolution/Correction tasks Developed Data fixes, Packaging work, UNIX scripting Involved in Testing of scripts Compiled technical documents and Scripts
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SUMMER INTERNSHIP

2 months

April 2015- May 2015 **Racold Thermo Ltd (Water Heaters)** **Market Research Intern**

Revival of Mumbai market using 360 degree approach.	<ul style="list-style-type: none"> Conducted a research on the reach of Racold water heaters (FMCD) in Mumbai region Analysed the distribution channels, primary schemes, pricing of Racold Analysed the branding, pricing and the competitors Recommended suggestions for the improvement of the overall brand
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PROJECTS AND CERTIFICATIONS

Lead generation for MyRef app Dec 2014	<ul style="list-style-type: none"> Involved in Lead generation and follow-up of customers. Involved in B2B Telemarketing of MyRef.
Certification	<ul style="list-style-type: none"> Completed Capstone Business Simulation Completed Lean Six Sigma (Green Belt) programme

PERSONAL INFORMATION

Languages known	Spanish(Conversational), English, Hindi, Marathi, Marwari, Gujarati (Conversational)
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