

ADITYA SAPKALE



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About Me

A highly motivated and results-driven professional. Possessing excellent organizational and communication skills, I have successfully delivered projects on time and within budget. I am a proactive problem-solver with a passion for delivering high-quality results

Experience

Jai Gas Distributors, HPCL

Jan 2017 - Till Date

Manager

- As a business owner I was responsible for managing the distributorship, overseeing operations, and ensuring profitability.
- Also ensure that all equipment is maintained and in good working order, manage inventory, and monitor the sales and financial performance of the business.
- I also hire and manage employees, handle customer service, and ensure that the business complies with regulations and safety standards.
- Strong leadership, business acumen, and attention to detail are key skills for success in this role.

Apex Visas Pvt. Ltd.,

June 2016 - Dec 2016

Sr. Immigration Consultant

- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analysing sales options.
- Sell Immigration Services by establishing contact and developing relationships with prospects; recommending solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.

AIATSL

Nov 2015 - May 2016

Customer Service Associate

- Provide efficient guest service and optimize revenue.
- Perform various customer service functions at the airport (check-in / boarding gate and ramp).
- Perform allocation assigned as per the roster.
- Check status of all flights including catering uplift and adjust as required.

Kotak Mahindra Banl Ltd.

Feb 2015 - Sept 2015

Assistant Acquisition Manager

- Responsible for generation of revenues through sale of CASA and Third Party Products like Insurance, Mutual Funds, FDs, etc. through the Sales Channel. Ensure maximum NTB.
- Generate referrals from prospects and customers.
- Cross Selling of Life Insurance and GI products Acquire – NTB. Maintain relationships.

Education

- BBA (Pune University)
MIT School Of Management 2012
 - HSC (State Board)
RYK Science College 2008
 - SSC (State Board)
St. Philomena Convent High School 2006
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Language

- English

 - Hindi

 - Marathi

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Expertise

- Personality Development
 - Soft Skills
 - MS Excel
 - Digital Marketing
 - Power BI
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Reference

- Available on Request