

# Rahul Agarwal

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## PROFESSIONAL SUMMARY

Management trainee with experience providing administrative and analytical support to senior staff, assigning tasks and mentoring junior employees, tracking revenue and participating in strategic planning. Team player but confident in leadership role.

## EXPERIENCE

### Shyam Metalics And Energy Limited - Management Trainee 03/2021 - 04/2022

- Sales and Marketing of Wire Rods across two major regions (Rajasthan & Madhya Pradesh) as well as handling operations work of the customers of wire rods across all regions
- Achieving sales figure of Rs 10 Crore approx with respect to wire rods
- Worked on individual business projects, becoming adept at applying problem-solving skills to overcome challenges and meet deadlines.
- Interacted and influenced customers, colleagues and vendors to avoid miscommunications or delays in service.
- Learned cost management skills to increase organisational profitability.
- Marketed to local business partners and built solid, long-lasting relationships with key decision-makers.

### Bharat Petroleum Corporation Limited, BPCL - Marketing Intern 05/2020 - 01/2022

- Impact of two major initiatives (Allied Retail Business and Pure For Sure) launched by BPCL on the stakeholders of the company in Kolkata
- Conducting both primary and secondary research to understand the perception of the customers on the initiatives
- Providing solutions to customer queries and spreading awareness about the programs and initiatives
- Suggested Marketing Strategies to the company for the initiatives helping in customer satisfaction and better experiences.

## LANGUAGES

English, Hindi

## HOBBIES

- Basketball
- Fitness
- Fashion

## CORE QUALIFICATIONS

- Customer experience
- Customer acquisition and retention
- Direct marketing and sales
- Customer complaint management
- Excellent team leadership abilities
- Leadership & influence

## EDUCATION

2021  
**IBS Business School**  
Hyderabad

**MBA**  
Percentage: 70

2018  
**Bhawanipore Education Society College**  
Kolkata, WB

**B.com Honours**  
Percentage: 51

2015  
**Delhi Public School Megacity**  
Kolkata, WB

**ISC**  
Percentage: 80

2013  
**St. Joseph College**  
Kolkata, WB

**ICSE**  
Percentage: 62