

Fidaali Kundawala
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CAREER OBJECTIVE

A confident and independent person who works hard to meet deadlines and adapts easily to new environment and challenges.
To use my qualifications to achieve best results for the Organization as such enabling growth and development for myself.

ACADEMIC CREDENTIALS

- **Master's in Business Administration (M.B.A.) With Aggregate CGPA 5.5 with specialization Marketing (Major) & Finance (Minor) From Faculty of Management, GLS University, Ahmadabad in April - 2019**
- **Bachelors in Commerce (B.Com.) With Aggregate CGPA 5.32 from Sardar Patel University in March - 2016**
- **Higher Secondary Education (12th) from Gujarat Higher Secondary Education Board (GHSEB), Gujarat with 58.7% in April - 2013**
- **Secondary Education (10th) from Gujarat Secondary Education Board (GSEB), Gujarat with 62.4% in April - 2011.**

PROFESSIONAL EXPERIENCE

Company Name: Altiqa Lifestyles Pvt. Ltd.

City: Ahmedabad

Designation: "Sales Consultant"

Duration: March 2019 – August 2019

Key Responsibilities:

- I required to visit appointments allotted by my Verification Officer/Team Leader.
- I required to close sales for both business and residential appointments.
- I required to follow up on the leads visited and follow up generated.
- I required to ensure that my meeting Should be efficiently & completing targets.

Company Name: Hiveloop Technologies Pvt. Ltd. (Udaan.com)

Department: Food & FMCG

City: Ahmedabad

Designation: "Seller Onboarding Specialist."

Duration: August 2019 – November 2020

Key Responsibilities:

- Manage Supply side operations for Ahmedabad like Drive onboardings, listings, and daily operations for sellers.
- Managing operations, order fulfillment and business expansion.
- Strategic onboarding for category development and expansion.
- Supervision and Monitoring of Operations.

Company Name: Hiveloop Technologies Pvt. Ltd. (Udaan.com)

Department: Food & FMCG

City: Ahmedabad

Designation: "Sourcing Officer"

Duration: November 2020 – November 2022

Key Responsibilities:

- Manage Supply side operations for Ahmedabad like Drive onboardings, listings, and daily operations for sellers.
- Managing operations, order fulfillment and business expansion.
- Strategic onboarding for category development and expansion.
- Supervision and Monitoring of Operations.
- Managing seller profiles, inventory, product portfolios, warehouses, and listing new products to ensure seamless operations and excellent customer experience.

Company Name: Mayur Electricals

Department: Electricals & Electronics

City: Dahod

Designation: "Store Operations Manager"

Duration: December 2022 – Presently

Key Responsibilities:

- My role is to manage day to day operations.
- Handling suppliers, handling inventory, handling stores, and handling clients.
- Managing operations, order fulfillment and business expansion.
- Supervision and Monitoring of Operations.

MAJOR PROJECTS

Comprehensive Project

Project Title: “Effect of promotional strategies on consumer buying behaviour with reference to Flipkart, Amazon and Paytm mall”

Key Learning’s: Indian e-commerce and online shopping are set to witness greater heights in the coming years, not just owing to the increasing internet population, but also due to the changing dynamics of the supporting ecosystem. The key players in the market are undertaking rigorous efforts to further enhance the areas like payment structure and logistics. Moreover, the Indian consumer’s perception of online shopping has experienced a substantial change and for the good.

Summer Internship Program

Company Name: Nice Software Solution

Project Title : A Research on Digital Marketing Tools for Digital Marketer

Key Learning’s: There is always learning in everything. These 2 months of internship gave me various kinds of knowledge about digital marketing. It was a great learning experience for me to work in an agency where I got to learn about digital marketing. Apart from content writing I also got ideas about different fields under it.

SKILLS AND KNOWLEDGE

- Good communication and Interpersonal Skills.
- Good leadership skills.
- Willingness to learn new things.
- Have good working knowledge of Microsoft Word, Microsoft PowerPoint & Microsoft Excel.

EXTRA CURRICULUM

- **Digital Marketing**
With **Grade A** from NICE, Computer Education, Anand in April – **2017**
- **Photoshop CS6**
- **Office Automation**

OTHER ACTIVITIES & ACHIEVEMENTS

- Have an Google Certifications of **Google Adwords Fundamentals**, **Google Analytics Individual Qualification**.
- Have an Experience certificate of Future **Value Retail (big bazaar)** Certificate of Appreciation.
- Have an **Personality development** Program Certificate in the Personality week held by the college.

PERSONAL DETAILS

Date of Birth:

26/12/1995 Gender

: Male

Nationality : Indian

Languages : English, Hindi, Gujarati

Hobbies : Socializing, communicating with different people, Listening to music and Reading

DECLARATION

I hereby declare that the information provided is from the best of my knowledge.

- Fidaali Kundawala