

ADITI BHATI



PROFILE

Smart focused & enthusiastic individual with quick learning skills. A successful collaborator with more than 6 years of expertise in the industry. Seeking a good position to learn & grow.

CONTACT

PHONE:

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Address:

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Rajasthan 342001

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Date of Birth:

21- April- 1995

SKILLS

- Quick Learner
- Time Management
- Hard working

CERTIFICATIONS

- Google Certified Digital Marketing Professional.
- Amazon - AWS certified in Advanced Analytics & Data Management.
- Flipkart Certified advertisement expert.
- Web Designing - 1st Position in Jodhpur - ITI.
- RSCIT.

EDUCATION

- **M.com.** - University Gold Medalist – 78% - VMOU
- **MBA** – University Gold Medalist – 78.5% - Jai Narain Vyas University
- **Economics Hons.** – University Merit – 10th Position – Jai Narain Vyas University
- **CS Executive** – 53.25 % - All INDIA RANK 24 in Cs Foundation - ICSI
- **Higher Secondary** – 84.8% - St. Patrick's Vidya Bhawan
- **Secondary** – 8.6 CGPA – Awarded "India is Proud of you Certificate" by Mr. Kapil Sibil (Ex – Education Minister)

WORK EXPERIENCE

Cultivator Natural Products Private Limited – Manager Planning & Implementation – July 2020 to Present

- Established clear objectives for marketing initiatives, guiding implementation, tracking, and optimization efforts.
- Developed team of marketing from scratch along with process of order management.
- Monitoring social media & paid campaigns.
- Handling domestic sales both via E-commerce as well as domestic sales.
- Presented Company in International Fair - BIOFACH - GERMANY (virtual)
- Managing E-commerce listings & developing new strategies.
- Additional Responsibility - Handling TCS ion ERP as ERP admin.
- Delegated tasks to teams based on individual skill sets, priorities and deadline-dependent situations.
- Developed innovative marketing campaigns to drive substantial sales.
- Used Facebook, Instagram, and YouTube to promote products and events.

Johari Digital Healthcare Pvt. Ltd. - Asst. Manager Sales Operation - July 2019 to June 2020

- Managing entire sales work with team of 5 Zonal sales manager & 12 Area Sales Manager.
- Preparing MIS reports.
- Presented Company in International Expo at UAE - Arab Health.
- Handling complaints & assign to team members.
- Assisted in developing advertising and marketing strategies across social media platforms.
- Worked on HubSpot CRM for sales funnel & SAP for order management & Complaint Management.
- Learned formulating sales schemes.
- Managing entire distributor network - (32 distributor all over India)
- Reported to MD & ED on daily basis.

Tata Institute of Social Science- Academic Trainer - January 2018 to June 2019

- Academic trainer for English Communication.
- Academic trainer for Banking & financial Service.

Kamala International - Foreign Client Relationship Manager - January 2016 to December 2018

- Client follow up via mails.
- Marketing activities - on social media as well as product listing on amazon, flipkart etc.
- Represented Organization - at international fair of Handicrafts in Delhi.

- Maintained and built positive client relationships.
- Created marketing campaigns using social media strategies and analytics.
- Planning Marketing strategies & ensure work is done within given time frame.

AWARDS

- Dainik Bhaskar Junior Editor - State Level Merit.
- Inter university - Quiz Contest - 1st Position.
- Parle - g Genius Child of the Year.
- University Level Debate - 1st Position in University.
- Certificate of Appreciation - U.G.C - for paper presentation.