

PIYUSH MUGLE

Nagpur, Maharashtra | P: +917517256459 | 98piyushmugle@gmail.com

EDUCATION

Lokmanya Tilak Institute of Management and Research

Master of Business Administration

Major in HR and Minor in Marketing

Nagpur, Maharashtra

2022-2024

Dada Ramchand Bakhru Sindhu Mahavidyalaya

Bachelor of Commerce

Nagpur, Maharashtra

2019 – 2022

WORK EXPERIENCE

ESAF Small Finance Bank

- Conducting cold calls in an open market to identify potential customers.
- Generating leads through proactive outreach and follow-ups.
- Upselling and cross selling various products to meet customer needs.
- Building relationships to expand the customer base and boost sales.
- Managing Banking operations.

Indore, Madhya Pradesh

18 June 2024 – 5 Feb 2025

All Indian IT Services

Marketing Manager

- Led the Marketing of Pub and Increased the Customer Footfalls
- Increased their Revenue by Introducing the Right Pricing and Menu Engineering

Nagpur, Maharashtra

Jul 2023- Aug 2023

The Teaser Company. (Creative and Performance Marketing Agency)

Performance Marketing Intern

- Running Facebook and Google ads and Increasing the Overall ROAS
- Creating Facebook Ads Strategy and Improving Conversion Rate by A/B Testing
- Designing Media Plan and Auditing the Funnel

Gurgaon, Haryana

28 Sept 2022 – 20 Dec 2022

UNIVERSITY PROJECTS

Project Report on Market Segmentation

- Created 3 Different Customer Personas and Designed Different Types of Menu for them
- Suggested Different Types of Theme for Novelty

Expected-2024

Project on Sand Filtering Machine

- Designed a Manual Sand Filtering Machine to Increase Productivity of the Worker

March-2017

ACTIVITIES

PRAVAAH EVENT VOLUNTEER

COMMITTEE MEMBER

- Managed the Branding of Event

Nagpur, Maharashtra

April 2023

Attended Global Entrepreneurship Summit in IIT, Kharagpur

EVENT ATTENDEE

- Attended Various Events of Different Founders and Top-Level Executive
- Spoked to Them on How to Do Things Differently

West Bengal, India

Sep 2017 - Present

Founded Nectar Financial Services

Founder

- Given IRDA and Various Financial Exams Like NISM Series V(A) to Get License to Start Business

Jan 2021-Sept 2021

ADDITIONAL

Technical Skills

- Excel
- Digital Marketing

Soft Skills

- Leadership
- Emotional Intelligence
- Team Work
- Negotiation

Languages

- English
- Hindi
- Marathi

Certifications & Training:

- Certified in Soft Skill Development.
- Certified in Business Development from Start to Scale.