

## **DHRUV DHOBI**

**Email:** [dhruv.devendra10@gmail.com](mailto:dhruv.devendra10@gmail.com)

**Contact Number:** +91 9586982300; +971 552610591

**Qualification:** MBA (International Business–Supply Chain Management); B. Tech (Mech.)



### **PROFILE SUMMARY**

- A Business Management Professional with invaluable knowledge of managing projects and resources in an effective and efficient manner.
- Highly focused with a comprehensive understanding of logistics, procurement and the supply chain.
- Committed to identifying and implementing continuous improvements in the supply chain.
- Analytical and critical thinking skills ably supported with traits of patience, upraised work ethics & creativity.

Looking for a challenging managerial position which will make best use of my existing skills and experience for personal and professional development together with company growth.

### **CORE COMPETENCIES**

- Logistics & Distribution
- Supply Chain Management
- Marketing
- Client Relationship Management
- Freight Forwarding & EWM
- Sales

### **ACADEMIC DETAILS**

- **Master of Business Administration (International Business–Supply Chain Management), batch of 2018-2020** from **Symbiosis Institute of International Business, Pune**  
**Courses:** Supply Chain Management, Project Management, Quality Management, Operations Management, Sustainable Business Strategies, Consumer Behaviour.
- **B. Tech. (Mechanical Engineering)** from **Bundelkhand Institute of Engineering & Technology, Jhansi** in 2018; *scored 75.96%*
- **12<sup>th</sup>** from Asian International School, Abu Dhabi, UAE (CBSE) in 2014; *Scored 68%*
- **10<sup>th</sup>** from Amity School, Bharuch, Gujarat (CBSE) in 2012; *scored 68%*

### **CERTIFICATIONS**

- **Six Sigma** certified completed **Lean Six Sigma Green Belt** in Dec'19
- **Supply Chain Logistics** from Coursera
- Introduction to **Data Analytics for Business** from Coursera
- Thesis/ Dissertation on **The impact of E-business on supply chain management and key developments.**
- **Supply Chain Analytics** from Coursera

### **ACADEMIC PROJECTS**

- Phoenix Mecano/ Live Project during Jul'19- Aug'19
- Pelton Wheel Turbine - Sustainable Development Program with A Grade
- Dynamic of 'Wing of Aircraft' and 'Aircraft Braking System' in 2017–18

### **KEY SKILLS AND COMPETENCIES**

#### **Professional Skills:**

- Microsoft Office (Excel, Power Point, Word)
- Good Communication, Interpersonal, Presentation Skills.
- Proactive and able to work to deadlines.
- Demonstrated success in managing a team
- Highly determined & Customer centric individual
- Windows Operating System, C++

#### **Behavioral Competencies:**

- Commitment to excellence.
- Treating problems or unexpected events as opportunities to learn.
- Motivated by exceeding targets and expectations.
- Analytical and critical thinking skills.
- Able to handle high pressure working environment
- Well organized and possess good group dynamics.

## WORK EXPERIENCE

✚ **Organization: Global infrastructure and advisory services** at Vadodara, Gujarat (May'21 – continue)

**Designation:** Sales Executive

**Roles & Responsibilities:**

- Proactively participated and coordinate all aspects of sales process of various residential and commercial properties ensuring client's needs and goals were always fully met.
- Acted as a first point of contact between clients and property owners
- Communicated with potential property buyers and conducted property tours
- Work for marketing the property to the potential clients and negotiating the sale

✚ **Organization: Promact InfoTech Pvt. Ltd.** at Vadodara, Gujarat (Dec'20 - April'21)

**Designation:** Business Development Executive

**Roles & Responsibilities:**

- Leading the project to launch an e-commerce product
- Involved in project to enhance the brand value of food FMCG product
- Involved in both marketing and operation of wide range of product
- Participating in marketing campaign and digital promotion on various platforms
- Learning to do organic marketing

### ✚ Internship 1

**Organization: Y & H Cargo Pvt. Ltd.** (Apr'19-May'19)

- Managed to assist on a project, 'Study of International freight forwarding process' included recommendations for improvement of the company
- Gained exposure about various documents like, Bill of Lading (HBL, MBL), Tax invoice, Performa, Commercial invoice, packing list Certificate of Origin, Declaration Document

### ✚ Internship 2

**Organization: Nirma Ltd.** (Jan'18- Feb'18)

- Exposure to various plants: Toilet Soap, Fatty Acid, Sulphuric acid and boilers
- Areas of exposure - Mechanical equipment's such as Valves, Pumps, Compressors, Heat Exchanger etc.

## INTERESTS & HOBBIES

Football, Cricket, Chess, Reading, Gym-fitness exercise etc...

## ADDITIONAL INFORMATION / ACHIEVEMENTS

- KARATE Yellow belt holder & Won district level U10 championship
- Goalkeeper in College football team
- Member of cricket team of Mechanical branch at NIRMA college

## PERSONAL DETAILS

- **Address:** B31, Ramnagar Society, Nizampura, Vadodara - 390024
- **Date of Birth:** 6<sup>th</sup> February 1997
- **Languages Known:** English, Hindi, and Gujarati
- **LinkedIn:** <https://www.linkedin.com/in/dhruvdhobi97/>