

Resume

Pranali B Gore

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OBJECTIVE:

To seek a challenging, rewarding & senior position as a **Business Development Executive**, with a strong will to prosper in any assigned duties with a passion for quickly learn and adapt to new environments and work culture.

- **Sales Expertise in** – Outbound Sales, Sales & Marketing .
- Extensive Experience on Sales & Marketing.
- Knowledge of Working CRM Applications

EXPERIENCE SUMMARY:

- 3+ years of experience in Sales & Marketing involving Research & Counseling.
- Market Research of Products.
- Counseling and Convincing of Leads to convert it into Potential customers.
- Achieved sales target as per requirement of organizations.
- Worked on Customer Relationship Management (CRM) Application.

TECHNICAL SKILLS:

Operating System : Windows XP/7/8.1/10.

Others : MS Office365

Email Marketing, Lead Generation.

EDUCATIONAL QUALIFICATION:

- **B Tech** from SGBAU Amravati University.

PROFESSIONAL EXPERIENCE SUMMARY:

- Previously Worked as **Assistant manager customer relationship** with **Lifecell international pvt ltd ,Chennai** during July 2019 to September 2020.
- Previously Worked as **Business Executive** with **Apios life science Nagpur** during October 2020 to October 2021
- Previously Worked as **Business Development Executive** with **Pronix inc Hyderabad** during November 2021 to December 2022.

Company: Lifecell international Pvt. Ltd., Nagpur.

Designation: Assistant Manager Customer Relationship.

Roles & Responsibility:

- Counselling the client and aware them about Stem Cells Banking.
- Daily customers call and give them presentation.
- Interaction with clients by follow-ups.

- Handling Enquiries and getting the enrollments done.
- Achieving monthly sales targets.

Company: Apios Lifescience

Designation: Business executive.

Roles & Responsibility

- Meet the potential client face to face when required to promote the sample by explaining them benefits of our products.
- Daily calls and solve the query of customers.
- Continuous Interaction with follow-ups and meet them Frequently.
- Perform activities ,Handling Enquiries and convert them.
- Achieving monthly sales targets.

Company: Pronix inc

Designation: Business Development executive.

Roles & Responsibility:

- Lead generation for Risk and Compliance Products and services.
- IT Advisory related research and excellent written communication skills.
- Experienced of consultative selling to executives, directors, and managers in the enterprise domain.
- Generate leads with decision makers in client organizations (Chief Technology Officer, Chief Sales Officer, Chief Marketing Officer, Chief Care Officer and other C-level executives) to secure new business, new client leads and maximize the business.
- Fundamental research of the companies and contacts within focus markets and target companies
- Prospecting, generating, qualifying, processing and following up on leads and appointment setting
- Manage Sales life-cycle including cold calling, prospecting, lead qualification, product/service over a call.
- Initiates lead/demand generation strategies that include inbound/outbound sales and marketing campaigns and initiatives
- Manage a database of leads in CRM, efficiently processing all opportunities, tracking, reporting, and maintaining them until they are established in the sales pipeline.

PERSONAL DETAILS:

Languages Known : English, Hindi & Marathi

Date of Birth : 08th June 1995

Nationality : Indian

Marital Status : Married

Current Address : Manewada, Nagpur 440032

Place: - Nagpur

Date:

Pranali B Gore.