

PRINCE PRAJAPATI

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FUNCTIONAL AREAS

- Market research and analysis
- Business development and collaboration
- Sales and Lead generation
- Marketing and Branding
- Event Management and operations
- Administrative Tasks

TECHNICAL SKILLS

Microsoft Office – Word, Excel, PowerPoint • **Accounting Software** – Tally, Marg ERP9

Design and Editing Tools – Adobe Photoshop, Canva

WORK EXPERIENCE

Bajaj capital insurance broking Ltd.

Customer Relationship Officer 03/2024 - Present

- Intermediary between clients and company, resolving inquiries.
- Offered personalized financial advice.
- Built strong client relationships through proactive communication.
- Developed wealth management strategies by analyzing financial data.
- Collaborated to improve processes and customer experience.
- Implemented marketing strategies to grow client base.

My Equation Pvt Ltd.

Sales & Marketing Operations Intern 06/2023 – 09/2023

- Enhanced workshop success through dynamic brainstorming sessions.
- Identified and optimized event operations for efficiency.
- Generated leads and converted them into clients.
- Stayed updated on industry trends through market research.
- Cultivated B2B partnerships for mutual growth.
- Gained diverse company domain experience, showing adaptability.

EDUCATION

Bachelors in commerce (Hons)

2021 - 2024

Bundelkhand University Jhansi U.P

Intermediate

2021

UP Board Prayagraj

VOLUNTEER EXPERIENCE

- Contributed to the success of the International Summit 2022 on "New Advance Business, Finance, and Management" by coordinating logistical arrangements and assisting in smooth operations.
- Engaged in the HR Summit at Bundelkhand University by coordinating HR activities and ensuring event success.
- Played a pivotal role in the Bundelkhand Literature Festival 2022 by supporting logistics, literary discussions, and activities.

CERTIFICATIONS

- Certificate of Participation in Tata Crucible Campus Quiz 2023
- One Day Orientation Program (ICSI)
- Concept Of Computer Course (CCC)
- Advanced Diploma In Computer Applications (ADCA)