ANAND PRAJAPATI

* Y-4, Yogeshwar App., Near Mona park society, Vejalpur, Ahmedabad, 380051
* +91 8530018821
* anand12prajapati@gmail.com

▼**Objective**

To become a professional in the field of Marketing Management and to seek challenging assignment and responsibility, with an opportunity for growth and also to become a good leader.

▼**Experience**

|  |  |
| --- | --- |
| 31st Jan. 2021 – Till date | **TEAM LEADER** at **VIZHOP INNOVATORS PVT LTD.** |
| **Key Responsibility** | * Managing and growing team at the Vizhop innovators Pvt. Ltd. * Mentoring and training team members on one to one basis. * Delivering presentation and session. * Motivate team for achieve their targets and to increasing sales turnover of company. * Coordinating and Maintaining good relationship with team. * To educate team about product portfolio and services of company. * Identifying the need of the customers and accordingly offering suitable products to them. * Planning and organizing promotional activities to increase sales of company. |

▼**Internship**

|  |  |
| --- | --- |
| May 2018 – July 2018 | **Business Development Representative (Marketing Intern) at Universal Hunt Private Limited** |
| Location | 211, Iscon Elegance, SG Highway, Prahlad Nagar, Ahmedabad |
| **Key Responsibility** | * Lead generation through various portals and database with the company. * Explained the services of the company to 218 clients (companies). * Following up new as well as existing clients. * Conducted survey on customer satisfaction towards services offered by the company through an online portal i.e. [www.universalhunt.com](http://www.universalhunt.com). |

▼**Skills and Knowledge**

* Pro-active
* Passionate about work
* Problem Solving
* Critical thinking
* Flexibility
* Communication
* Teamwork
* Creativity

▼ **Education**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Degree | School/college | Board/  University | Percentage/ Grade Point | Year |
| MBA (Marketing) | K S SCHOOL OF BUSINESS MANAGEMENT, Ahmedabad, Gujarat | Gujarat  University | 2.24 GPA | April 2019 |
| BBA (Marketing) | 2.67 GPA | April 2017 |
| HSC | R.R. DWIVEDI HIGH SCHOOL,  AHMEDABAD,  GUJARAT | G.S.E.B  G H S E B | 79.43 % | March 2014 |
| SSC | 59.20 % | March 2012 |

▼**Academic Projects**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| |  |  |  |  |  | | --- | --- | --- | --- | --- | | **YEAR** | | **Project** | **Project Name/Company Name** | | | First | | Technical | Dairy | | | Second | | Marketing | Plastic Chair | | | Third | | Financial Feasibility | Mattress ,Pillow ,cusion cover | | | Fourth | | Report on study of customer satisfaction towards services | www.universalhunt.com | | |  | | | |  |

▼**Extra Curriculum**

* I have Certificate of Gujarat Ecological Education and Research Foundation.
* I have Certificate of English Speaking Courses.

▼**Personal Details**

* Name: ANAND KISHANLAL PRAJAPATI
* Date of Birth: September 01, 1996
* Gender: Male
* Marital Status: Unmarried
* Languages Known: Three (Gujarati, Hindi, and English)

▼**Declaration**

I hereby declare that the above information is true to my knowledge and belief.

**ANAND PRAJAPATI**

Place: Ahmadabad