

# Jaimin Prajapati

Mechanical Engineer



## Contact Details



+91 8153000860



Prajapatijaimin78@gmail.com



Ahmedabad, Gujarat 380058

## Expertise

- **Business Relationship**
- **Market Research and Strategy**
- **Project Management Skills**
- **Communication & Interpersonal Skill**
- **Computer Skills**
- **Sales**
- **Negotiation Skill**

## Languages

- **English - B1**
- **Hindi - A1**
- **Gujarati - A1**

## Hobbies

- **Writing**
- **Reading**
- **Travelling**
- **Cricket**

A Business Development Assistant Manager with Two Years of Experience Specializing in Sales, Marketing Strategy. Strategize Ways to build market Share, increase revenue and Researched market Conditions, including Customer interest and availability, Product need, economic volatility, access to resources and shipping requirements. Maintaining and Strengthening Market opportunities.

## Experience

### Assistant Business Development Manager

**TVS Motor Company Limited** – Ahmedabad, India

Aug 2021 - Present

- Developing a Business Development Strategy Focused on Financial gain.
- Conduct Research to identify new market and customer needs.
- Arrange business meetings with Prospective Clints.
- Build Long-term relationships with new and existing Customer.
- New Client additions and assigned revenue targets. Responsible for the entire process of the sales including collections.
- Lead generations, cold calling Corporate Presentations, B2B Sales, Target driven and Willing to travelling for Business Development.

### Assistant Business Development Manager

**Sure Safety India Limited** – Vadodara, India

July 2018 to Aug 2021

- Supervised Multiple Projects from Project start through delivery by periodizing needs and delegating assignments.
- Kept Projects on schedule by managing deadlines and adjusting workflows.
- Prepared meeting agendas and minutes for distribution and keeping records.

## Education

**Diploma, 2018**

Gujarat Technology University

5.06 CGPA

**S.S.C, 2010**

Gujarat Secondary Education Board

76.92%

**H.S.C, 2012**

Gujarat Secondary & Higher Secondary Education Board

74.00%

