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# Jaymeen Darji

**MBA (Marketing)**



## Profile

Organized And Dependable Candidate Successful at Managing Multiple Priorities with A Positive Attitude. Willingness To Take on Added Responsibilities. Hardworking And Passionate with Strong Organizational Skills, Eager to Secure Entry-Level in Marketing Environment. Ready To Help Team, To Achieve Company Goals. Able To Stretch the Boundaries of Digital Storytelling to Help Client's Brands Stand Out and Grow.

## Education

### **MBA (Marketing)**

V.M.P.I.M. Ganpat University,  
08/2021 - Present,  
Kherva, Gujarat

### **BCom (Financial Accounting and Auditing)**

Mithibai College 10/2017 -  
11/2020,  
Mumbai, Maharashtra  
CGPA 6.27/10 (B Grade)

### **HSC (Commerce)**

Bhartiya Vidhya Bhavans 03/2017,  
Bharuch, Gujarat  
Scored 532/700, (B1 Grade)

### **SSC (General)**

Queen Of Angels Convent School  
03/2015,  
Bharuch, Gujarat Scored 401/600,  
B2 Grade

## Professional Experience

### **Account Manager – Airtel Business**

01/2023 – Ahmedabad (Airtel Head office)

- Successfully exceeded sales targets in a highly competitive telecommunications market
- Developed and executed sales strategies to acquire new corporate clients and expand market share
- Conducted thorough needs analysis to understand client requirements and recommend tailored solutions.
- Collaborated with cross-functional teams, including product management and technical support, to ensure seamless implementation and customer satisfaction.

### **New Opportunity Development - Gujarat Print Pack Private Limited**

05/2022 - 07/2022, Mehsana, Gujarat

Connected With Start-Up companies and Developed Packaging Business Opportunity and Maintained Good Relations with Them.

- Connected With More Than 180 New Companies
- Developed New Opportunities Through Market Analysis
- Conducted Research on Potential New Markets and Target Customers
- Presented Findings and Recommendations to Senior Management
- Negotiated And Secured New Business Deals with Customers
- Managed And Oversaw the Implementation of New Business Initiatives

### **Business Development Intern – Skill Arena**

02/2022 - 04/2022, Online Learning Platform  
Completed Provided Target and Tasks on Time

### **Community Influencer – Mentor boxx**

01/2022 - 02/2022, Online Learning Platform  
Completed Provided Target and Tasks on Time

## Key Skills

- Presentation Skills
- Leadership
- Teambuilding
- Canva
- Filmora / Premier Pro
- Multi Tasking Abilities
- Observation Skills
- Responsible
- Communication
- Creative And Problem-Solving

## Interests

- Travelling
- Exploring

## Inside Sales Executive - Rao IIT Academy

05/2019 - 06/2019, Mumbai, Maharashtra

Completed Daily and Monthly Based Given Tasks

- Successfully Closed New Business Deals
- Managed And Grew Existing Client Relationships
- Generated Leads Through Outbound Sales Activities
- Conducted Sales Presentations and Product Demos
- Achieved Quarterly given Targets

## Certificates

- Effective Business Communication (2021)
- Event Management (Short Course) (2020)
- Customer Relationship Management (2020)
- Email Marketing (2020)
- Excel Crash Course (2020)
- The Fundamentals of Digital Marketing (2020)

## Projects

- Did Research on Topic "Impact of Digital marketing and traditional marketing on Consumer Perception" (2022)
- Worked on Campaign for awareness and expansion of ADC – Multi speciality Dental chain

## Languages

- English (Full Professional Proficiency)
- Hindi (Full Professional Proficiency)
- Gujarati (Full Professional Proficiency)

## Volunteer

- Student Manager Head in The Department of Lifelong Learning and Extension
- Head Member of Public relations team in Reclamo Advertisement fest
- Anchored International Conference on ECG 2021
- Head of Content creator Team for YouTube Channel and Social media accounts (Mithibai Now and AVA Studio)
- Content Creator for Pratibha Event 2022, Ganpat University
- Team Leader of NGO (Educational Sessions provided in undeveloped areas)
- Team leader of "Go green, sustainable environment" campaign