



GUNJAL DHIRAJBHAI PANCHAL



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AHMEDABAD, INDIA 380027

SKILLS

- Sales Executive
- Java Script
- SQL
- Excellent listening skills
- Business development

Executive

- Python programming
- Full-stack development
- Business development and planning

EDUCATION

2026

Gujarat Technological
University | Gandhinagar, IN-
GJ

BACHELOR: BACHELOR OF
INFORMATION AND
COMMUNICATION TECHNOLOGY

2022

Gujarat Technological
University | Gandhinagar, IN-
GJ

DIPLOMA: DIPLOMA IN
COMPUTER ENGINEERING

CERTIFICATIONS

- CAREER ESSENTIALS IN DATA

ANALYSIS BY MICROSOFT AND
LINKEDIN MICROSOFT

- PROJECT MANAGEMENT
FUNDAMENTALS IBM

PERSONAL INFORMATION

Date of birth: 07/10/2003

Nationality: INDIA

Gender: MALE

SUMMARY

Dynamic and results-oriented Business Development Executive with a proven track record of identifying new business opportunities, building strong client relationships, and driving revenue growth. Skilled in market research, sales strategy development, and negotiation. Adept at identifying client needs, presenting tailored solutions, and closing deals effectively. Strong ability to collaborate with cross-functional teams to achieve business objectives and expand market presence.

EXPERIENCE

07/2025- Current **Business Development Executive My Equation** | AHMEDABAD, INDIA

- I have been working as a Business Development Executive. My responsibilities are to identify and develop new business opportunities to drive revenue growth. I built and maintained strong client relationships, conducted market research to support strategic planning, and collaborated with internal teams to generate leads and close deals. I also prepared presentations and negotiated contracts to ensure successful business partnerships.

EXPERIENCE

12/2023 - 06/2025 **Sales Executive AKSHAR TRAVELS PVT LTD** | AHMEDABAD, INDIA

- I worked as a Sales Executive in the international department at Akshar Travels Pvt Ltd, primarily handling clients in the USA region since 2023. My responsibilities include assisting clients with the completion of important documentation, such as the DS-160 form for visa applications. Additionally, I manage client inquiries and ensure smooth communication between the team and clients.