

# PRIYANK JHA

**Address:** Flat No.9, 2<sup>nd</sup> Floor, Ganesh 1 Apartments, Pimple Gurav Road, Dapodi- 411001, Pune

**Email:** [privank.lucky7@gmail.com](mailto:privank.lucky7@gmail.com) - **Mobile:** +91 8698217711

## PROFILE SUMMARY

- ❖ PGDM professional with 3 years and 1 month of experience in Marketing, Business Development, Sales, Client Servicing & Competition Analysis.
- ❖ Expertise in directing organisations in the visioning of a marketing strategy, determining strategic business direction and executing sales plans.
- ❖ Well organized with a track record that demonstrates self-motivation, creativity and initiative to achieve both corporate and personal goals.
- ❖ An enterprising individual with good interpersonal skills & willingness to learn.

## EDUCATION

- ❖ *PGDM (Marketing), Pune Institute of Business Management, Pune, India* (2011-13)
- ❖ *Bachelor of Commerce*, from *University of Allahabad*, Secured 59% (2011)
- ❖ *12<sup>th</sup> Std. (ISC)* Secured 72% (2008)
- ❖ *10<sup>th</sup> Std. (ICSE)* Secured 60% (2006)

## POST QUALIFICATION EXPERIENCE

- ❖ *Magicbricks Realty Services Limited, The Times of India Group, Pune - August 2015 till Present (Key Account Manager)*
  - Generating leads through continuous visits, building good relationship with real estate builders, sole sellers, media agencies.
  - Identify new potential customers for the business development and increasing sales through new clients.
  - Generating order and leads for business development.
  - Providing product training to clients through presentation and other modes.
  - Cracking new business avenues through cold call.
  - Attending meetings and Business Conferences and Updating the Industry information.
  - Preparing the Marketing plan with the help of team members and coordinating work activities with team members.
  - Maintaining the Quality of services for company's Goodwill and getting more business with the help of effective Market Research.
  - Active Participation in Product Launching and Product Training Sessions conducted by the Company.
- ❖ *Innovita Technologies Private Limited, Pune - August 2013 till July 2015 (Corporate Sales and Marketing)*
  - Recognizing and defining marketing opportunities and evaluating marketing actions.
  - Analyzing new product in every aspect strength and weakness to check future sustainability.
  - Building, maintaining and retaining healthy business relations with corporate clients to generate more business from existing clients.
  - Identify new potential customers for the business development.
  - Handling customer queries for their satisfaction and for creating new business avenues.
  - Increasing sales through existing corporate clients and through new clients.
  - Generating order and leads for business development.
  - Providing product training to clients through presentation and other modes.
  - Cracking new business avenues through cold call.

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## INTERNSHIPS

### ❖ Indian Market Research Bureau (IMRB) International, Pune (2 months, 2013)

- Conducted face-to-face interview of lost clients to determine the reason as to why they have not purchased the flats from Kalapatru Real Estate Company in Pune.
- Questionnaires filling from the Clients.
- Identifying and analysing the area of improvements in the flats like size, layout, colour, fittings, location, rates, availability, etc.
- Determine the requirements of the clients including their budget and other aspect thereof.
- Determine the behaviour of Kalapatru Real Estate towards the clients including their strengths thereof.

## EXTRA-CURRICULAR ACTIVITIES

- ❖ Participant National level Boxing Championship in 2004 held at Kolkata.
- ❖ Participant 6 times State level Boxing Championship from 2002 to 2009.
- ❖ Participant in Inter School Football & Badminton Tournaments.
- ❖ Worked in Human Rights Law Network, Allahabad (1 month) (2011)

## PERSONAL DETAILS

- ❖ Father's Name: Mr. Ashok Kumar Jha
- ❖ Date of Birth: 02/02/1989
- ❖ Permanent Address: House No. 387, Barsana Sector, Kalindipuram, Allahabad - 211011
- ❖ Linguistics Abilities: English, Hindi, Marathi (Understand)