

PRANALI SHANKAR MATEKAR

CAREER OBJECTIVE

To work in a reputed organization where I can use my skills, learn new things, and contribute to the company's growth while developing my professional career.

Contact
9326752814

Location
Dombivli Thane.

Email
panumatekar11@gmail.com

PROFESSIONAL EXPERIENCE

Inside Sales Executive – Skinnsi October 2024 – July 2025

Handled inbound and outbound customer calls and explained product features, pricing, and services clearly. Managed lead follow-ups and improved customer engagement through timely communication. Maintained accurate customer records and ensured proper documentation and CRM updates. Supported sales targets and contributed to improved conversion and customer satisfaction.

Marketing Intern | Amul (GCMMF) (May 2023 – July 2023)

Conducted surveys and gathered customer insights to support marketing decisions. Assisted in product promotion activities, kiosk operations, and event coordination to increase product awareness. Engaged with customers to improve brand interaction and drive product visibility. Completed a project: "Understanding Promotional Strategies of Amul Fresh Products in Mumbai."

ACADEMIC QUALIFICATIONS:

Master of Management Studies (Marketing) – University of Mumbai, 2024

Bachelor of Commerce (Commerce) – University of Mumbai, 2022

HSC (Commerce) – 2019 **SSC** – 2017

CORE SKILLS

Customer Relationship Management
Inbound & Outbound Communication
Customer Support.
Call Handling.
CRM Handling.

Data Entry & Documentation.
Record Management
Lead Nurturing.
Sales Support.
MS Office.

STRENGTHS

Teamwork & Coordination
Time Management
Strong Follow-Ups
Active Listening
Fast Learner