




ASHISH KUMAR PRAJAPATI

 Varanasi

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OBJECTIVE

To obtain a Position in market, where strong marketing skills, good communication and problem solving abilities can be applied towards the successful achievement of business goals and objectives.

PROFESSIONAL PROFILE

- Exceptionally well organized, resourceful and highly motivated with the ability to handle multiple projects and produce timely, high quality work.
- Strong analytical and human relations skills; especially effective in helping customers and associates resolve issues and concerns.

PROFESSIONAL SKILLS

- Researched and developed a survey instrument, subsequently used to obtain information from customers regarding their satisfaction with products purchased.
- Compiled and analyzed statistical data to identify potential target markets for future sales and marketing efforts.
- Completed independent research project on the use of mathematical/statistical models as tools for solving various business problems.
- Handled customer inquiries and sales; effectively represented company to vendors and prospective customers.
- Provided orientation, training and guidance to new employees.

EDUCATIONAL QUALIFICATIONS

PGDM (Marketing) from SMS, Varanasi in 2012 (CGPA- 75.2)

B.Com (Hons.) from BHU in 2008 (Marks- 62%)

Intermediate from BTIC in 2005 (Marks- 72%)

WORK EXPERIENCE

From June 2020, I am working in **GYAN DAIRY (A Division of C.P. Milk& Food Products Pvt. Ltd.)** as a Senior Sales Executive.

From June 2018 to June 2020, I worked at **JUST DIAL LIMITED** as a CERTIFIED INTERNET CONSULTANT (worked as a senior marketing executive)

- In this company, I am worked as a promoter and adviser to makes aware my clients to promote their business through internet.

From September 2015 to May 2018, I worked at **SRI LAXMI MARKETING (in PHENYL DIVISION)** as SALES EXECUTIVE in Varanasi.

- In this company, i worked as a MARKETING EXECUTIVE.
- My responsibility was to give product details to clients and increase sale volume. It was also my duty to retain existing clients.

From February 2013 to August 2015, I worked at **ELITE ENGINEERING CO.** in Delhi.

- In this company, I worked as a MARKETING EXECUTIVE.
- My duty was to represent my company as a Steel pipe & Rod Dealer.
- I visited TATA TIN PLATE, NTPC, JINDAL STAINLESS LIMITED and I accomplished many project.

From July 2012 to January 2013, I Worked at **SUNDARAM DIRECT** (A Division of Sundaram Finance Limited) in Varanasi.

In this company, I served as a SALES OFFICER in Mutual fund, Life Insurance and General Insurance.

TECHNICAL SKILLS

“The Fundamentals of Digital Marketing” Certified By GOOGLE

NISM Certificate of Mutual Fund Broker (Series -V-A)

Advance Diploma in Computer Application (ADCA)

Course on Computer Concept (CCC)

Tally

SUMMER TRAINING

Accomplished B-School training Project “Study of Ethical Behaviour Of Organised Retail Shop Employees” in Varanasi.

Summer Internship accomplished in Mother Dairy Fruits and Vegetables Pvt. Ltd. Delhi (From1 may 2011 to 30 June2011)