

**Address**

Jaymala Nagar, Lane number-2, la  
Sangavi, Pune  
413102

**Contact**

7709919246

akshay.birajdar1920@gmail.com

**Date of Birth**

01.09.1991

**PROFILE**

An experienced Business analyst with a demonstrated history of working in E-commerce and research industry, Skilled in Marketing Management and Business development, Account Management

**SKILLS**

- ✓ Good communication - written and oral skills
- ✓ Excellent conceptual and analytical skills
- ✓ Effective interpersonal skills
- ✓ Research Skills
- ✓ Leadership
- ✓ Project Management
- ✓ Business Communication
- ✓ Team Management

**PERSONALITY**

- ✓ Communicative
- ✓ Punctuality
- ✓ Creativity
- ✓ Organized

**SOFTWARE SKILLS**

Microsoft Word	●	●	●	●	●	●
Microsoft Excel	●	●	●	●	●	●
Microsoft Powerpoint	●	●	●	●	●	●

**LANGUAGES**

English	●	●	●	●	●	●
Marathi	●	●	●	●	●	●
Hindi	●	●	●	●	●	●

**CERTIFICATION**

- Certified managers by Institute of Certified professional managers - The financial risk manager certification

# AKSHAY BIRAJDAR

Business Analyst

**EDUCATION**

08.2014 - 08.2016

**Sinhgad Institute of Management**

MBA Marketing

06.2009 - 06.2014

**SVPM's COE**

BE Computer

06.2007 - 06.2009

**Maharashtra Board**

HSC

**EXPERIENCE**

08.2016 - 01.2017

**Skeiron Logistics**

Management Trainee

New business development, Vendor Management, Marketing Management, Business Development

02.2017 - present

**Bizkonnnect Solutions Pvt Ltd**

Business Analyst(Market Research and Business Development)

- Developed new marketing strategies to capture market channels with new clients.
- Leading a team research analysts and handling multiple campaign accounts.
- Brought new Processes to firm for its growth, using various market strategies and communication skills in order to brand the firm in market and get new clients.
- Market research-New business development for US, India, APAC, Europe market.
- Building sales database by conducting exhaustive web research and internet methodologies.
- Email marketing
- Strong relationship building skills with proven track record of developing accounts and exceeding sales goal.
- Coordinating, crafting and conveying persuasive RFI, RFP and responses.

**HOBBY**

- Internet Browsing
- Cricket
- Travelling