

Nandini Prajapati

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Career Objective

Motivated and results-driven professional with experience in sales, event management, and client coordination. Skilled in relationship building, negotiation, and team leadership. Seeking to contribute as a Business Development Executive by leveraging communication skills, analytical thinking, and business acumen.

Professional Experience

Labogens Chemical Company – Business & Sales Intern

Jan 2023 – Jul 2023

- Assisted in chemical sales and purchasing operations by managing client requirements and vendor negotiations.
- Handled product inquiries, quotations, and customer follow-ups, strengthening client relationships.
- Coordinated with suppliers and buyers to ensure smooth transaction flow.
- Developed an understanding of B2B sales, product pricing, and inventory management.

Leadership & Volunteering Experience

World Cup Event Volunteer – Hospitality & Operations

2023

- Supported event management team in guest handling and coordination during international sporting events.
- Ensured smooth crowd management, guided attendees, and improved customer experience.

Hackathon Volunteer – Coordination & Support

2022

- Assisted participants and organizers during a 24-hour hackathon event.
- Managed registration, logistics, and communication, contributing to a successful event.

Cultural Fest Coordinator – Lead Organizer

2025

- Lead a team of 20+ students to organize a large-scale cultural festival at the university.
- Handled sponsorships, stage management, and scheduling of multiple performances.
- Improved leadership, negotiation, and stakeholder management skills.

Education

B.E. in Information Technology SAL College of Engineering,

Ahmedabad Current CPI: 8.57

Higher Secondary (GSEB)

Crystal International Public School

Senior Secondary (GSEB)

Crystal International Public School

Key Skills

- Business Development & Sales
- Customer Relationship Management (CRM)
- Negotiation & Communication
- Event Planning & Coordination
- Team Leadership & Collaboration

Achievements

- Successfully managed vendor negotiations for Labogens Chemical Company.
- Recognized for excellent coordination and hospitality services at World Cup events.
- Awarded for Best Team Leadership during cultural festival organization.

Languages

- English
- Hindi
- Gujarati