

PRANJIL JAIN

Noida (UP)

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Profile Summary

Highly effective operations with 21+ months of experience in Account management and Business development executive . Seeking to handle account management and Business development at a progressive organization.

Objective

To work with an organization that provides me the opportunity to improve my skills and knowledge to growth along with the organization objective.

Experience

[Prakhar Software Solutions Pvt. Ltd. Delhi – Business development manager](#)

March 2021- Present

1. Help in launching their new product name as “Naukriyan.com”
2. Responsible for managing webinar for approx 500 people.
3. Generate leads from social media i.e. Linked-in.
4. Market research on the various industries for providing the manpower to the different-different industries.
5. Helps in selling “Corona killer machine” which is approved by ICMR-NIV, clinically tested by “Naidu Hospital”

[UberEats, Gurugram— Key Account Manager](#)

June 2018- January 2020

1. Maintained stakeholders relationship with 60+ restaurant partners in order to manage their account and continuously guide them on market trends, potential market challenges and to increase their productivity in the market.
2. Responsible for managing central on-boarding which includes restaurant information (Menu, Pick up instructions, Bank details) auditing and uploading.
3. Coordinating food photographers and the restaurants to schedule the photoshoot and managing the auditing and uploading of photographs on the portal.
4. Worked on App backend, where I made the changes for the restaurant. If the restaurant wants some changes in their running promo, I was responsible to change on the app and in the backend system so at the time of check out, app shows correct amount according to the discount decided with the restaurant.

5. Closely connected with multiple brand manager and restaurant owners to discuss the growth and future of brands in delivery.
6. Understanding the client needs & help them to engage and connect with their audience better.
7. Played a major role in greater noida expansion. Was responsible for contacting the restaurants on behalf of Uber Eats in order to get them live on platform.

Restaurant operations

1. Training the restaurants for using the Application, payment cycle and Support services.
2. Train new joiners about the process and working of uber's internal tools.
3. Worked on QMS of the restaurants which includes (Supply hours, Unacceptance of orders, Customer feedback ETC)
4. Played a major roll in launching the areas of overall Delhi NCR in which some areas i was the part of team and some areas i got to lead.
5. Worked as a Senior Executive. Lead a team of 3 people who are responsible for the Training of the restaurant, managing the supply hours for the restaurant and non-acceptance of the orders, and other restaurant app related issues.

Curefull Pvt. Ltd. - Noida (Internship)

June 2017 – July 2017

1. Data analysis for the Curefull APP.
2. Research by questionnaires from doctors of local area.

Education

Bachelors in Business Administration' Honors, GLA University, Mathura
2015-18 BATCH, 80% with honors degree

Gyan Deep Sr. Sec. Academy, Agra— 12th
2015 BATCH, Commerce Stream, 65.6%

Gyan Deep Sr. Sec. Academy, Agra— 10th
2013 BATCH, 6.2 C.G.P.A.

Skills

- Business development manager
- Team-management
- Business Communication
- Project Management (operations)
- Accounts Management
- Client Handling
- Time management

Technical Skills

- Salesforce
- WOK
- Jira
- Photo Up
- MS- Excel
- MS- Word
- MS- Powerpoint
- Google spreadsheet

Languages

- English and Hindi