

MUKESHKUMAR PRAJAPATI

Professional Channel Sales with one years of experience in Godrej Property Ltd. Project Launch team, Onboard new CP, Customers attending & Closing, Development of new business opportunities.

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Hinjawadi, Pune 📍

Linkdin.com/in/immukesh21 

Work Experience

Channel Sales Executive

Godrej Properties Ltd.

Pune

March 2019 – April 2020

- Responsible for driving new 25 Channel Partner
- Managing and developing new Channel Partner, including training and procedures
- Member of new Project Launch team and delivered Successfully 4 project
- Responsible for Lead generation through extra activities
- Customer attending and closing

Intern

Optimized InfoTech

Pune

April 2018 – June 2018

- Responsible for Handling 5 account for google ranking through SEO and SEM
- Managed 2 Facebook campaign for lead generation
- Responsible for Keyword planning
- Responsible for content writing for 4 companies
- Flair and banner designing through Canva

Skills

- Decision Making ○ Teamwork ○ B2B Sales ○ B2C Sales ○ Public Speaking
- MS-Office ○ Negotiation ○ Communication ○ Digital Marketing

Education

Professional Education

PGDM—Post Graduate Diploma in Management (AICTE Approved), from SaiBalaji International Institute of Management Sciences (SBIIMS Pune) Batch 2017-2019

Specialization: Marketing

Degree	University/Board	Year of passing	Percentage (%)
B.Com.	Sant Gadge Baba Amravati University, Amravati	2017	68
H.S.C.	Maharashtra Board	2014	68
S.S.C.	Maharashtra Board	2012	68.36

Awards/Achievements

- **Awarded**, 2nd highest sourcing and closing deals in Godrej Hillside, (From U21 team), pune
- Member of student Placement committee at SaiBalaji Education Society, Pune. 2017-2019
- Have **Won 1st Prize** in Inter University Power Point Presentation Competition, Amravati-2018
- Have **Won 2nd Prize** in Short Film Making competition at SBES, pune
- Have **Won 1st Prize** in Rangoli making competition in SBIIMS, Pune- 2017
- Have **Won Consolation Prize** in “State Level PowerPoint Presentation Competition, Aurangabad.2016

Research & Conferences

- Have Participated & Presented a research paper in the “**2nd INTERNATIONAL CONFERENCE**”, held in 2015 at Sipna College of Engineering & Technology, Amravati. **ISSN:2347-9558**
- Have Participated & Presented a research paper Indisciplinary seminar on “**ECONOMIC REFORMS, DEMONTESZATION AND INNOVATIVE CONCEPT IN COMMERCE**” held on 3rd Jan, 2017 at, Amravati. **ISSN:2278-9308**
- Have Participated & Presented a research paper in the “**NATIONAL CONFERENCE**” held on 21st Jan, 2017, Amravati. **ISSN:2278-9308**
- Have Participated & Presented a research paper in the “**NATIONAL CONFERENCE**” held on 18th Feb, 2017, Amravati. **ISSN:2319-4979**
- Have Participated & Presented a research paper in the “**UGC SPONSORED NATIONAL CONFERENCE**” held on 28th Feb,2017, Washim. **ISSN: 2319-4979**

Social Activities

- Participated in “Swachh Bharat Abhiyan” Organized by Sai Balaji Education Society. 2017
- Working with “Garima Foundations” (NGO)

Interests

- Blogging
- Traveling
- Sports
- Volunteering

Declaration

I hereby declare that the above mentioned information is true to best of my Knowledge and Experiences.

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