



RUPAL GYANANI

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Date of birth 04/01/1997 | Nationality: Indian

PRE-SALES & SALES EXECUTIVE

CORE STRENGTHS

- Sales Acumen
- Sales Management
- Business Development
- Account Management
- Marketing Management
- Customer Relationship
- Sales Reporting
- Consultative Selling & Revenue Creation
- Content & Social Media Management
- Microsoft Office Suite (Word, Excel, Outlook & PowerPoint)

ENABLING SKILLS

- Communication Skill
- Problem-Solving Skill
- Presentation Skill
- Motivate, Positive and Friendly Disposition
- Analytical Thinking and Innovative Approach
- Decision-Making Skills
- Creative mindset & Diplomatic
- Adaptability & Flexibility
- Multi-tasking & Prioritising
- Persuasion & Negotiation
- Proactive, Detailed & Attentiveness
- Research, Fast learner and Self-starter

LANGUAGES

English	◆◆◆◆◆
Hindi	◆◆◆◆◆
Gujarati	◆◆◆◆◆

PROFESSIONAL EXPERIENCE

ILLUMINE BUSINESS SOLUTIONS FZC, DUBAI, UAE

Worked as “**Sales/Pre-Sales Executive, Social Media Associate, Content Creator**”,
August 2019 – Present

- Generated new business through face to face meetings, by phone or email and Booking appointments with prospective clients through lead databases
- Performed on-going sales research and demographic profiling to identify and capitalise on selling opportunities while evaluating customer needs
- Skilfully established, maintained, and enhanced customer relationships including fruitful client communications and conflict resolution
- Actively attended relevant industry events and conferences to build business
- Created and reinforced a culture of achievements and teamwork

FREELANCING – AHMEDABAD, INDIA

Worked as “**Web Designer & Sales Consultant**”,
June 2018 – June 2019

- Worked in several fields and helped people showcase their business online through web design.
- Coordinated and collaborated with clients in order to better understand their brand, their business goals and their vision.

INTERNSHIP & OTHER EXPERIENCE

TATVASOFT – Ahmedabad, India

Worked as “**Intern**”
January 2018 – June 2018

- Designed & Developed Website using HTML, CSS, Bootstrap, JavaScript, jQuery, C# (Aspx), Architecture (DAL-BAL), MVC.

HERBALIFE – Ahmedabad, India

Worked as “**Customer Service & Quality Assurance**”
June 2016 – August 2017

- Identifying Problems uncovered by testing or customer feedback and correct problems and/or liaising with appropriate personnel for correction.

EDUCATION

Bachelor of Engineering in

Computer Science (2014 – 2018)

Gandhinagar Institute of
Technology, Ahmadabad,
Gujarat, India

CERTIFICATES & AWARDS

Certificate of “**Excellence Top Ranker 2015 Award**” Gujarat Technology University.

Certification for “**Cyber Security and Cyber-crime awareness**”.

Certificate for “**Participating in Himalayan Environment**” by Invincible NGO

Certificate in “**Music Competition Held**” By Sindhu Vocational & Training Centre.

PROJECTS

Transport management System; developed a website for managing public Transport (Bus). Tools and Technology: WordPress -PHP-CMS.

Stock Analysis and prediction-sentimental analysis; developed a website which analyses and predicts the future value of Stocks using Sentimental analysis. Tools & Technology: HTML, CSS3, Bootstrap, JavaScript, jQuery, Python.

E-commerce shopping application; developed an e-commerce website similar to Amazon & Flipkart. Tools & Technology: HTML, CSS3, Bootstrap, JavaScript, jQuery, .C#, MVC, Architecture(DAL,BAL)

Elastic search - Small form application; developed a small Form Application which can insert, update, Delete, search Data from elastic search on user click. Tools & Technology: NEST, .Net Framework.