**AJEET PATEL**

**✉**: ajeetpatel667@gmail.com  **☎**: +91-7987844019,

**Career Objective:**

Manager with over 2 years of experience training and supervising sales staff while planning and implementing sales strategies over a multi territory. Seeking to bring my proven track record of launching successful marketing ideas and team leading into a senior management position.

**Academic & Professional Profile**

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| --- | --- | --- | --- |
| **EXAMINATION** | **UNIVERSITY/BOARD** | **YEAR OF PASSING** | **%** |
| MBA  (FINANCE+MARKETING) | DAVV | 2015 | 63.33 |
| BBA | DAVV | 2012 | 59.00 |
| 12th | MP BOARD | 2009 | 56.40 |
| 10th | CBSE BOARD | 2007 | 53.40 |

**Experience:**

**Organization:** Orion Market Research Pvt. Ltd., Indore (April, 2017-March, 2018).

**Designation:** Management Associate Analyst.

**Key Responsibilities:** To conduct primary & secondary Research in multiple domains including

Automobile, Healthcare, manufacturing, pharmaceutical and so forth,

Additionally, it includes market size estimation and forecasting of the market

value in different region and segments,

Ensuring and monitoring team goal to be achieved properly within a specific

time period as a team leader,

Assisting the research executive to complete the target and work.

**Organization:** Atharva business solutions pvt. ltd.(May, 2015-March, 2017)

**Designation:** Relationship manager(sales)**.**

**Key Responsibilities**: Setting meeting with clients,

Maintain a deep understanding of customer needs & monitor their preferences.

Ensuring clients satisfaction with the product and services,

Conducting business review,

Determine and assign sales quotas,

project and forecast annual and quarterly revenue,

Collaborate with marketing executives to develop lead generation plans,

Alerting the sales team to opportunity for further sales within key clients.

**Achievements&Extra Curricular Activities:**

INTERNSHIP - completed training on Market Research from **Diaspark Infotech.**

WORKSHOP – Attended **a national level** student research project contest & data analysis workshop

Using **SPSS.**

WORKSHOP - Attended on business research project.

WORKSHOP- Attended practical knowledge of accounting software and MS office.

WORKSHOP­- Attended **IIM** conclave meet

**Skills**

Ability to unite a team under a shared vision.

Ability to prioritize and effectively manage time

Good communicator – listens first and speaks second.

Best at handling team and bring out fair result.

Rational decision maker.

Empathy and Build relationships with peers.

**Personal Profile:**

* Father’s Name : Late Mr. Nishikant patel
* Mother’s name : Mrs. Salita kadam
* Date of Birth : 9/2/1990
* Strengths : Integrity and trust,Good learner, ambitious, communicator.
* Hobbies : reading, listening songs, outing, research.
* Languages known : English, Hindi,

**Declaration:**

I hereby declare that all the information given by me is true to the best of my knowledge.

**Date:** **Ajeet Patel**