



PRAJKATA MAHAJAN

Sr. Business Development Associate

SKILLS:

TEAM MANAGEMENT, TIME MANAGEMENT, STRONG LEADERSHIP, ABILITY TO TAKE INITIATIVE, SELF-LEARNER, SELF-MOTIVATOR, PERSISTENCE, BUSINESS ACUMEN, KNOWLEDGE OF BUYER'S PSYCHOLOGY, GOOD COMMUNICATION AND NEGOTIATION SKILLS, PRODUCT KNOWLEDGE, LEAD GENERATION

KEY ACHIEVEMENTS:

- *Think and Learn (Byjus): Record-breaking sales of 450k in 15 days (April 2017) by cold calling and achieved appreciation from higher management.*
- *EdulsFun Technologies: Qualified as "Best Employee of the year" for year 2017.*
- *Home Revise Pvt. Ltd: Achieved Award of Appreciation in Q1, Q2 and Q4 of 2018 for record breaking sales.*

Work Experience :

Jaro Technologies Pvt. Ltd [Sr. Business Development Associate]

2nd May 2019- Present

- *Worked with sales AVPs, sales managers and team to develop and execute programs to drive pipeline & close deals.*
- *Teamwork and collaboration.*
- *Identified prospects and developed sales strategies to secure new business by cold calling, competitive analysis and coordination of presentations and proposals.*
- *Effectively built and executed territory plans to maximize the revenue.*

OBJECTIVE

Seeking a position to utilize my skills and abilities in a company that offers knowledge and professional growth. Intend to build a career with leading high-tech corporate in an innovative and competitive world.

SUMMARY:

- *3.5 years of experience in marketing, inside sales, negotiations, Operations in education applications.*
- *Business Development Manager with an extensive successful sales record in direct Sales.*
- *Experienced in building and maintenance of a client base through strong relationship Building skill.*
- *Experienced in branch development by bringing out the best sales team.*
- *Expert in delivering the training to new joiners and team members about direct sale*
- *Aware about C++, C, Java, HTML, Python, and*

*Application Software:
Pixate, Team Viewer,
MySQL.*

- *Experience in team building and process improvement required for education application.*

CONTACT

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EMAIL:
prajkttamahajan@gmail.com

HOBBIES

- Socializing
- Reading
- Travelling
- Bird Watching

PERSONAL INFORMATION:

- ✓ DOB: - 5th Oct 1993
- ✓ Nationality: - Indian
- ✓ Permeant Address: -16,
Abhijit Park D, Kamal
Nagar, Kamathwade,
Nashik-422008.
- ✓ Residential Address: -
1105, Shiv Bliss
Apartment, L.B.S. Marg,
Bhandup West, Mubai-

Home Revise Pvt. Ltd. [Business Development Manager]

8th Jan 2018–30th April 2019

- *Implemented new ideas and strategies to capture new market like schools, classes and doubled the lead generation and expanded market reach in Mumbai suburbs through seminars, presentations, participating in exhibitions.*
- *Worked successfully as a Branch developer for 2 new branches in Bhandup and Dadar with new teams.*
- *Constructed and presented presentations/proposals to clients (e.g. Schools, Classes and for Individual Student.*
- *Provide training to team members and new joiner.*
- *Built sales roadmap in line with sales targets across the portfolio of B2B and B2C Brands and achieve the monthly/quarterly revenue targets.*
- *Acted as key point of contact for the company, ensured a high standard of Customer service by discussing technical problems with respected team or repairs required and recommending suitable changes*

EdulsFun Technologies [Team Lead]

5th June 2017–16th Dec 2017

- *Developed mechanism to improve the communication and coordination between marketing, finance and design team*
- *Worked on creations and implementations of business continuity plan and*
- *Marketing strategies along with upper management and Pace Academy.*
- *Constantly reviewed customer feedback and suggested ways to improve the processes and customer service.*

WORK EXPERIENCE:

Think and Learn (Byjus) [Business Development Associate]

22nd Aug 2016–31st May 2017

- *Identified and generated leads through networking, cold-calling and marketing*
- *Built and retained long-term friendships/relationships*

400076.

✓ Languages Known: -

English, Hindi, Marathi,

German

with customers.

- *Emphasized product features based on customers' needs.*
- *Manages the sales cycle from inception to execution.*
- *Used CRM and ERP systems to record data.*
- *Coordinated and leads service review meetings to ensure customer satisfaction*

EDUCATION

Sr No	Exam	Name of Institute	Mark Obtained	Year Of Passing
1	B.E. (Comp.)	Cummins College of Engineering for Women, Pune	64%	2016
2	12th	K.T.H.M. College. Nashik	64.33%	2011
3	10th	Rachana Vidyalaya, Nashik	85%	2009

EDUCATIONAL PROJECT:

- I. *Seminar: "Remote Vehicle Tracking & Driver Health Monitoring System Using GSM Modem & Google Maps."*
- II. *BE Project: Desktop and web application development using .NET C sharp and HTML sponsored by Kale Logistics Ltd. Thane.*