

## **KAPIL PANCHAL**

Ahmedabad, Gujarat, India

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### **PROFESSIONAL EXPERIENCE**

**CollegeDunia Web Pvt. Ltd., Ahmedabad**

**April 2019 – Present**

**Designation:** Assistant manager - Business Development – CTC 8.5 LPA

**Roles & Responsibilities:** Concept Selling: Sell Online Advertising Solutions to the Universities /Institutes /Training Agencies/ B2B Marketing & Advertising Sales for Gujarat Region. Relationship Management, Drafting Proposals, Revenue Generation, Strategy Planning, Sales Forecasting and target achievement, along with this, Client serving, Marketing Research for upcoming year.

**BYJU's (Think & Learn Pvt. Ltd.), Ahmedabad**

**January 2019 – April 2019**

**Designation:** Business Development Associate – CTC 10 LPA

**Roles & Responsibilities:** To connect with students and parents across the country and explain to them in person, about one of the world's most loved learning apps and how it will help the student learn not just for exams, but much beyond. Speaking, counseling and guiding students.

**TATA ClassEdge, Rajkot**

**August 2018 – December 2018**

**Designation:** Sales Consultant – CTC 4.0 LPA

**Roles & Responsibilities:** To proactively and methodically develop relationships with customers in their region and endorse products and services to them. Follow up with sales process & generate accounts & proposals on [Salesforce.com](https://www.salesforce.com)

**West Line Ship Management Pvt. Ltd. Ahmedabad**

**August 2014 – July 2016**

**Designation:** Business Development & Operations – CTC 3.0 LPA

**Roles & Responsibilities:** Undertaking essential administration, including budgets, accounts & records of candidates & process. Cold calling companies to generate new business. Matching candidates to jobs to build a pool of potential applicants. Screening & shortlisting candidates for employers to interview.

**J. Systems & Services, Ahmedabad**

**February 2014 – July 2014**

**Designation:** Sales & Service Engineer – CTC 1.20 LPA

**Roles & Responsibilities:** Searching for new clients who might benefit from company products or services. Persuading clients that a product or service best satisfies their needs in terms of quality & delivery.

**Appco Group, Ahmedabad**

**August 2013 – January 2014**

**Designation:** Management Trainee – CTC 96K LPA

**Roles & Responsibilities:** Learn Sales Management techniques for Sales & Marketing. Sales in Industrial Areas, Handling customers, etc.

## **PROFILE SUMMARY**

- Around 3 Years of excellent start up experience to manage the day to day business operations.
- Knowledge of monitoring high value business operations with high efficiency output.
- Live Projects with **LinkedIn, Oyo Rooms, Paytm, TripAdvisor & Qrius** are done within University.

## **PROFESSIONAL SKILLS**

- Strong planning, organizing, problem solving & time management skills.
- Effective business writing & professional communication skills.
- Good at quick decision making, multitasking & tasks scheduling.
- Excellent leadership, people management & motivational qualities.
- Soft, Polite, Friendly & Co-Operative attitude.

## **TECHNICAL SKILLS**

- Microsoft Word, Excel, Outlook, PowerPoint.
- Salesforce.com, LeadSquared.com, Office365, Email Marketing & Internet Applications.
- LinkedIn Certified Product Management & Development Foundations
- Statistical tools like: SPSS, R Studio, Google Analytics, Hootsuite.

## **EDUCATION**

<b>Academics</b>	<b>University/Board</b>	<b>%/CGPA</b>	<b>Year</b>
MBA(IB)	Lovely Professional University, Punjab	7.78	2018
B.E. (IC)	Gujarat Technological University, Ahmedabad	6.99	2013
XII	Gujarat State Board, Ahmedabad	72.60%	2009
X	Gujarat State Board, Ahmedabad	78.46%	2007

## **OTHER ACTIVITIES**

- Working on a Live project of **LinkedIn Campus Editor 2017** to spread awareness in LPU campus.
- Certified in “**Microsoft Office Specialist (Office Excel 2010)**” form “**Microsoft in March 2017**”
- Certification courses completed under **Google, HubSpot Academy, NEDC, LinkedIn.**

## **PERSONAL INFORMATION**

Date of Birth : 27<sup>th</sup> October, 1991  
Marital Status : Single  
Languages Known : Gujarati, Hindi, English & Basic German  
Permanent Address : 27, Poornima Society, Himmatnagar, Sabarkantha, Gujarat-383001  
Nationality : Indian  
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