

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

Academics	University/Board	%/CGPA	Year
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 : 27th October, 1991
Marital Status : Single
Languages Known : Gujarati, Hindi, English & Basic German
Permanent Address : 27, Poornima Society, Himmatnagar, Sabarkantha, Gujarat-383001
Nationality : Indian
LinkedIn : <https://www.linkedin.com/in/kapil-panchal/>