



BRIJESH PRAJAPATI

+255-769082681

+91-7874124612

brijeshprajapati001@gmail.com

www.linkedin.com/in/BrijeshPrajapati0106

PROFILE

Passionate and experienced Marketing with several years of experience to achieve company marketing efforts. Adept in understanding company profiles and operations to successfully carry out marketing plans. Equipped with a diverse and promising skill-set, conducive to adhering to marketing principles and best practices. Eagerness to learn excellent verbal & written communication skills, comprehensive problem solving Abilities, ability to deal with people, team facilitator, enthusiastic to work. Well command on field and data.

EMPLOYMENT HISTORY

Marketing Specialist at ZTW "Explomet" Galka, Szulc Sp. j., Opole

August 2019 – March 2024

- Participation in the implementation of marketing campaigns
- Market analysis of product and competition
- Implementation works on introducing new products to the market
- Identifying development opportunities for selected product groups
- Preparation of product documentation
- Preparation and updating of technical and marketing content and materials
- Collection and preparation of data for reports and marketing analysis for a specific product
- Sales planning, Coordinating and monitoring of a given product group
- Performing of destructive and non-destructive tests

Unit Sales Manager (USM) at ICICI LOMBARD GIC LTD, Ahmedabad

September 2017 – August 2018

- Acquiring new agents on a regular basis. Licensing and tracking activation of the same regularly
- Handling the retail product - Ability to understand multiple products and Selling
- Maintaining relationships with the agents to deliver sales targets
- Coordinating with other departments such as Claims, & Operations.
- To meet agents, Lead Providers, intermediaries on a regular basis and maintaining records of the same in a planned manner.
- Training & motivating the agents to qualify contests and thus bring in incremental business.

Executive-Site Acquisition at Indus Tower Limited, Ahmedabad

August 2015 – September 2017

- Acquisition new sites
- Renew old site
- Data Management
- Site sharing
- Coordination with customer and legal team for renew contract
- Special project like GIDC NOC file inverted in government
- Rent reduction project

Field Sales Executive at Dhruv Marketing, Ahmedabad

August 2014 – August 2015

- Coordinating between external customers like retailers, sales and service points with internal customers like, product activation and operation departments for the satisfying need of customers.

EDUCATION

MSc. Management, Polytechnica Opole University of Technology, Opole, Poland

2018 – 2020

Master of Business Administration (MARKETING), Gujarat Technological University, Ahmedabad

2012 – 2014

Bachelors in Computer Application (BCA), BPCCS, Kadi Sarva Vishwvidyalay, Gandhinagar

2009 – 2012

INTERNSHIPS

Internship Trainee at ZTW "Explomet" Galka, Szulc Sp. j., Opole

August 2019 – October 2019

- Thesis objective is company to launch products and Services in India Market. For company how to enter India market and how to launch products and services in Market. For launch products and services in market to prepare strategy, marketing plan and analysis of India market of specific sector. Overall objective is products and services to successfully launch in strong competition markets.

Internship Trainee at State Bank Of India, Ahmedabad

May 2013 – July 2013

- Study and analysis of Cluster Potential Mapping & Market Share Estimation with assessment of service and product gaps in SBI Offering in Technical Textile Industry.

SKILLS

★★★★★ Marketing and Sales
★★★★★ Management
★★★★★ Communication and Negotiation
★★★★★ Strategic Planning
★★★★★ Leadership
★★★★★ Critical thinking and problem solving
★★★★★ Analytical Skills

DETAILS

DOB : 01/06/1992
NATIONALITY : Indian
LANGUAGES : Hindi, Gujarati, English,
HOBBIES : Reading, Traveling