

# Prashant Choudhary

Sales Executive



📞 8630407588

✉ prashant2522000choudhary@gmail.com

📅 0 Year 3 Months

🌐 <https://www.linkedin.com/feed/>

## ABOUT ME

To succeed in an environment of growth and earn an assignment which provides satisfaction and self-development alongside achieving organization goals.

## KEY SKILLS

**Marketing**  
★★★

**Communication Skills**  
★★★★

**Selling**  
★★★★

**Business Development**  
★★★★

**Calculation**  
★★★★★

## COURSES & CERTIFICATIONS

- NPTEL in global marketing management.
- NPTEL in International Business
- Course on computer concepts

## EDUCATION

MBA/PGD M 2023	● <b>Pune Institute of Business Management, Pune</b> 7.6/10
B.B.A/ B.M.S 2021	● <b>Ch Charan Singh University (CCSU), Meerut</b> 62%
12th 2018	● <b>English, CBSE</b> 70-74.9%
10th 2016	● <b>English, CBSE</b> 70-74.9%

## WORK EXPERIENCE

**Sales Executive** 2022 - 2023

### JP Infra

- To attend walk-in customers at sales office.
- To enquire and record the customers needs towards their home search.
- To highlight key features of the project being promoted.
- To convince prospective customers to visit/revisit the site/sales office
- To make appointments and show sample apartments to customers
- To help customers make a positive buying decision making.



## LANGUAGE

---

**HINDI**  
Proficient

**English**  
Proficient



## PERSONAL DETAILS

---

Date of Birth

**11th January 2001**

Marital Status

**Single / unmarried**

Gender

**Male**

Address

**B 404 VRAJRAJ FLATS VASANA ROAD  
VADODARA GUJARAT**

- To negotiate offers and other variables with the customers while closing the deals (for eg; booking payment, total payment plans, documentation TAT, bank loan, registration)
- To be able to work in target oriented atmosphere



## INTERNSHIP

---

### **Remax V21 Realty Plus**

???To study about the impact of use of technology in real estate sector in Remax V21 realty plus Pune???

45 Days

- Worked with Godrej Properties
- Added more than 100 fresh prospect list
- Understood different sales techniques and effective marketing strategy applied in Real Estate
- Convinced and induced 6 clients for site visit

### **Gits Food Products**

"A study of Impact of Customer Loyalty Programs on Customer Retention."

60 Days

- Worked with the Pooja Marketing Distributor to analyse the market how the Gits enhancing their sales.
- Understood the typical functions of the sales and distribution and also learn the concept of ROI and sales forecasting.
- Identified gaps in the distributor coverage and opening new market for the company and generate the revenue of more than 1 lakh.
- Understood the existing beat plan and concept of margin with schemes.



## OTHER INTERESTS

---

Playing vollyball and cricket

