



# Pranjal Pawar

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DOB: 28/10/1999



## ACADEMIC QUALIFICATIONS

Degree	Institute	Board/University	Year	Grade/Score
TYBAF	Prahladrai Dalmia Lions College Of Commerce	MUMBAI UNIVERSITY	2020	CGPA: 6.96
Class XII	Nirmala College	H.S.C	2017	75%
Class X	A. P. International School	I.C.S.E	2015	71%
Certificate	Institute	Year	Grade/Score	
Diploma In Certified Accounting Professional	SEED (Student Enrichment & Employment Development)	2017-2018	A+	

## CO-CURRICULAR PROJECTS/ACHIEVEMENTS

Project (Research Paper): "Mutual Fund (Open Ended) An Investment Awareness" Research: On "7 P's of Marketing Mix", "Marketing Of A Product", "Market Segmentation". Research: "Types Of Financing".	Online course- The Fundamentals of Digital Marketing offered by Google Digital Garage. Online course- Accounting- The Foundation offered by EDUCBA
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## INTERNSHIPS/ POSITIONS OF RESPONSIBILITY

### ATHENA BPO

Mumbai

Telecaller

DEC 2021- FEBRUARY 2022

- I was responsible for marketing and selling credit cards of ( Standard Chartered Bank) to customers. Also I used to convince them to buy the credit cards by explaining the benefits the buyer will gain from purchasing the product. Initiated outbound sales calls. Also processed credit card applications.
- Exceeded my target sales goals by 90%. Certificate with athena bpo :-
- Received a 'certificate of excellence' for the month of December in recognition as 'Consistent Performer'.

### DLECTA FOODS PVT. LTD

Mumbai

Telecaller

APRIL 2021

- I was responsible for contacting prospective customers by both outbound calling and email. Once connected with the client ( homechef ) giving the information to clients in detail about the new initiative taken by dlecta co. and convince them to fill up the form and share with them online link through whatsapp or email to fill up the form . Also preparing sales & leads report. This profile improved my multi-tasking ability a lot and I learnt to manage time effectively.

### DYNAMIX GROUP

Mumbai

Real Estate Telecaller

OCT 2020 (Contract based)

- I was responsible for making outbound calling actively to meet with prospects and clients interested in properties to offer & convince them in visiting site for real estate deals. Communicate with clients to identify their requirements and choice of property - following up with clients- preparing sales & leads report.

**NESCO LTD**

Mumbai

Data Entry Clerk/ Hostess (Freelancing)

NOV 2018 - DEC 2019

- I was responsible for maintaining databases by maintaining new & updated visitors or exhibitors (customers) account by compiling & sorting information.
- Also had to transfer data from paper formats into computer files systems using keyboards or optical scanners and R.F.I.D machine while ID Badging. This profile improved my strong attention to details with speedy typing and also improved my communications.

**Walkers Club Aarey (Walkathon)**

Mumbai

Event Executive (Freelancing)

1st to 3rd MARCH 2019

- I was responsible for executing the schedule for the race day & pre race day activities.
- Duties performed by me were Sponsor check-in & Setup (2 hours prior), Managed and guided volunteers on how to carryout registration process of participants, opening ceremonies, prepared some last minute name tags; coordinated with hospitality dept on first-aids and medicines. Guided the caterers on when to give pre snacks & post snacks and many more.
- Taught me to be well organized with multi-tasking skills. Also improved my problem solving ability.

**Tata Consultancy Services**

Mumbai

Administration

Jan 2019 (Contract based)

- TATA MUMBAI MARATHON is among the top 10 marathons in the world and I had a great experience being part of the registration & management crew.
- Was responsible for processing participant's registration as well as record keeping; giving bibs; kit & handling front office by offering general information about marathon & its services and respond to client's inquiries.

**Aditya Birla Sun Life Insurance**

Mumbai

Intern (Internship)

Dec 2017 - Jan 2018

- Learned & researched on '7 PS of Marketing Mix', 'Marketing Of A Product', 'Market segmentation' and many more topics as part of internship.

**EXTRA - CURRICULAR ACTIVITIES / AWARDS / ACHIEVEMENTS**

- Core member in the organizing committee of NSS (National Service Scheme).
- Done a course on : The Fundamentals of Digital Marketing offered by Google digital garage.
- Done a course on : Accounting - The Foundation offered by EDUCBA.
- Part of the college's cultural fest in result committee of (Dalmia Lions Utsav).
- I was elected as Sports Captain & won many medals & trophies.
- Also as I have always been a nature-lover/ travel enthusiast so I always had a desire to travel. So also made an effort towards my passion to organize treks on weekends(Sundays) into action, when I launched my own startup named as @amhitrekkers with two of my friends where we organize trekking and camping on weekends. This is my own small startup business and glad that till now organized 30+ trips successfully.

**SKILLS & ABILITIES**

- Proficient in Microsoft Office, including; Excel, Word and PowerPoint
- Proficient in Oral and written communication.
- Customer service, sales/marketing management, good interpersonal and strong communication skills, problem-solving & analytical skills, team building, cash handling, meeting deadlines, attention to detail, guest relations, operations management, quality assurance, leadership, top performer, revenue generation.

**PERSONAL INFORMATION**

<b>Languages Known</b>	English, Hindi and Marathi
<b>Hobbies &amp; Interests</b>	Sports, Trekking-Travel, Sketching- Art, Reading Books
<b>Permanent Address</b>	B/408, Sai Aashish 1, Nancy colony, Borivali East, Mumbai-40066.