

Yogesh P. Panjari

Astute, insightful and forward-thinking individual with strategic and tactical planning abilities. Knowledgeable about different facets of business, marketing and operations. Central in keeping companies agile and productive in changing markets. Skilled at mentoring staff, integrating ideas and customizing approaches to support specific means and goals. Analytical and organized professional comfortable working independently or as part of team.

✉ yogeshpanjari1997@gmail.com

☎ 8155988998

📍 Porbandar, Gujarat, India

WORK EXPERIENCE

Associate Business Consultant HMV Consulting

01/2020 - 06/2020

Achievements/Tasks

- Achieved Sales target (B2C and B2B) for our clients.
- Drafting and Compiling Minutes of various Sales and Director Forum Meetings.
- Conducting Market Research on Pan India Basis and preparing promotion techniques.
- Evolving and Monitoring KPI of various Businesses of Clients.
- Implementing strategies for top line growth of various clients, distributor selection and appointment initiatives.
- Project progress appraisal in consultation with the principle consultant to the client business.
- Preparing Agenda for meetings of different management levels.

Channel Partner Sales Trainee Godrej Properties Limited

05/2019 - 06/2019

Achievements/Tasks

- Data collection of the prospective Channel Partners and sending report to company daily.
- Activate new channel partners at Ahmedabad and Surat.
- Organizing events for the Channel Partners of the company.
- Brief and update channel partners about different activities and projects.
- Achieved sales target using different marketing strategies

EDUCATION

PGDM (Finance and Marketing), 71% Narayana Business School

2018 - 2020

Ahmedabad

Bachelor of Business Administration, 71.1% Shri V.J.Modha College

2015 - 2018

Porbandar

HSc, 70% Shri V.M.Chandera

2014 - 2015

Veraval

SSc, 63% Shri Datt Sai Vidhalaya

2013

Porbandar

SKILLS

MS Office

Analytical ability

Teampayer

Budgeting & Planning

Problem-solving

Leadership

Flexible & Adaptable

Marketing

Sales

Data Analysis

Conflict-resolution

Detail-oriented

Report management

ACHIEVEMENTS

1st Prize in Secret Super Star in the "Indradhanush 2019" At Narayana Business School in the year 2019.

1st Prize in Food Fun Fair in the "Indradhanush 2019" At Narayana Business School in the year 2019

Certificate of "The Fundamentals of Digital Marketing" from Google Digital Garage

Certificate of NISM -Series-XI: Equity Sales Certification

PROJECT AND PRESENTATION

Projects:

- Quantitative Analysis of JK Cement Ltd. and Birla Corp. Ltd.
- Financial Statement Analysis (FSA) of Kansai Nerolac Ltd. and Berger Paints Ltd.
- Microsoft Access on "CRM (Customer Relationship Management) Project.
- " Business Model on "Electric Vehicle Charging Station".
- Primary Research on "Metro in Ahmedabad Need or Wants".
- Rural Marketing(Rural Immersion Program) on "Find Marketing Strategies of Cement Companies In Aanatarsumba and Bhadiyad" (2 Villages in Gujarat).
- Analysis of Thought Process "Millenials and Generation Z".
- Report on "Personal Branding" and Coca cola company.
- Leadership Project on Swami Vivekananda as Leadership style.

Presentations:

- Personality Analysis on Elon Musk, CEO Tesla
- Book Review on "The Power of Positive Thinking"
- Tours, Travel and Fair (TTF) Presentation on 7 Sisters of India
- Presentation on movie name "The Rainmaker" And "TRIMS for India"

HOBBIES

Photography

Reading