

PARTH JARSANIYA

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OBJECTIVE

Seeking an opportunity to join a progressive and dynamic organization that fosters a culture of learning, creativity, and collaboration, where I can apply my existing skills and knowledge while continuously evolving through new challenges, with the ultimate goal of making a meaningful contribution to the company's vision, mission, and long-term goals.

WORK EXPERIENCE

Spectra Technovision Pvt. Ltd.

Jan 2024 - Present

Sales Executive

- Spectra Technovision is a company specializing in biometric device sales.
- My responsibilities included qualifying leads, gathering customer information, making follow-up calls to understand customer requirements, scheduling product demos, and closing sales deals.
- I consistently achieved my monthly sales targets.

Net Analytics LLC

02 Oct 2023 - 29 Dec 2023

Sales Executive

- Net Analytics LLC provides network monitoring software with integrated AI solutions.
- The company operates both domestically and internationally.
- My role involved managing sales processes, qualifying leads, and supporting product demonstrations and sales closures.

Biziverse Pvt. Ltd.

01 Jan 2022 - 11 Sep 2023

Sales Executive

- In this role, I was responsible for lead qualification, understanding customer requirements, scheduling product demos, and successfully closing deals.
- I consistently met and exceeded monthly sales targets for over a year.
- Additionally, I provided after-sales support and services to clients.
- Represented the company at domestic expos to promote CRM and ERP tools.

CA Ajay M Radadiya & Co.

July 2020 - Sep 2021

Admin Executive

- Office management and administrative support.
 - Performed data entry tasks and handled customer interactions.
 - Explained products and services to clients.
 - Managed documentation and other clerical responsibilities.
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PROJECTS

- Undertaken summer internship project on "A Study of Factors Influencing Purchase Intention of Packaged Drinking Water in Surat City" from May – June 2020 at Surat.
 - Multidisciplinary action project report on "FINE SIZER A TEXTILE MANUFACTURING" From August 2020.
 - Undertaken summer internship project on "Laxmi Febric Textile Company" from June-2018 at Sayan, Village.
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EDUCATION

- **Gujarat Technical University** **2021**
Master of Business Administration (MBA)
 - **Veer Narmad South Gujarat University** **2019**
Bachelor of Business Administration
 - **Gujarat Board H.S.C** **2016**
 - **Gujarat Board S.S.C** **2014**
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SKILLS

- Problem-solving
 - Accounting and Software Platform
 - Customers Support
 - Relationship Management
 - Marketing
 - Inventory Management
 - Email Marketing
 - Product Demonstration
 - MS Office, Windows
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PERSONAL DETAILS

- Date of Birth : 06/02/1999
 - Marital Status : Unmarried
 - Language Know : Hindi, English, Gujarati
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