

## Anjali Rahul Deshmukh

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### Professional Experience

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| <b>Associate, Mahindra Integrated Business Solutions</b>   | 2018 – 2019<br>Mumbai     |
| <ul style="list-style-type: none"><li>- Achieved service time and quality targets.</li><li>- Developed Solid Relationship with Customers to encourage repeat business.</li><li>- Met schedule using excellent planning and coordination skills</li><li>- Generated Promising leads through Outbound and Inbound Calls.</li></ul>   |                           |
| <b>Investment Manager, Square Yards</b>  | 04/2023 – 08/2023<br>Pune |
| <ul style="list-style-type: none"><li>- Developed and fostered strong relationships with Clients.</li><li>- Scheduled and managed appointments to show home and arranged meeting between buyers and sellers.</li><li>- Successfully closed the first deal within a month and got activated in Square Yards.</li><li>- Increased sales pipeline through the development of targeted prospects lists and conducting effective cold outreach.</li></ul>   |                           |
| <b>Pre Sales Executive, Paranjape Schemes Construction Ltd</b>   | 08/2023 – 02/2024<br>Pune |
| <ul style="list-style-type: none"><li>- Engaged the clients and shared qualify leads for further follow-up by the sales team.</li><li>- Facilitated smooth transition from presales to post-sales support, ensuring high levels of satisfaction and customer retention.</li><li>- Managed customer accounts by ensuring timely follow-ups.</li><li>- Boosted Customer satisfaction by addressing and resolving presales inquiries promptly and professionally.</li><li>- Worked closely with sales team on understanding customer requirements, prompting products and delivering sales support.</li></ul> |                           |

### Education

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| <b>M.Sc Life Sciences, Department of Life Sciences, University Of Mumbai</b>  | 2016 – 2018<br>Mumbai |
| <b>B.Sc Zoology, S.S &amp; L.S Patkar College of Arts and Sciences and V.P Varde College of Commerce and Economics.</b> | 2013 – 2016<br>Mumbai |
| <b>Higher Secondary School Certificate, Swami Vivekanand International School &amp; Jr. College</b>                     | 2013<br>Mumbai        |
| <b>Secondary School Certificate,, Mother Teresa English High School</b>   | 2011<br>Mumbai        |

## Projects

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### **Review Literature on "Medicinal Properties of Lotus",**

*Department of Life Sciences, University of Mumbai M.Sc. Dissertations*

### **"Phytochemical Analysis of *Ephiphyllum Oxypetallum*" (Brahma Kamal)**

*Department of Life Sciences, University of Mumbai M.Sc. Dissertations*

## Seminar & Conference

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- Participated in One Day Workshop in "SCIMATIX", Department Of Bioinformatics Patkar-Varde College, Mumbai.
- Participated in one day seminar "Horizons-1" Avenues in Zoology-A Progressive Subject, Thakur College of Science & Commerce, Mumbai.
- Participated in the 8th INDIAN YOUTH SCIENCE CONGRESS held at the University of Mumbai.
- Attended National Seminar On "Facets of Life Sciences", Department Of Life Sciences, University of Mumbai.

## Extra-Curricular Activities

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- Participated in Carrom board Competition & Won 1st Prize Organized by the University Department of Life Sciences, University of Mumbai.
- Participated in Treasure Hunt and Won 2nd Prize Organized by the University Department of Life Sciences, University of Mumbai.
- Participated in Badminton Competition Organized by the University Department of Life Sciences, University of Mumbai.

## Skills

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- Good Communication and interpersonal skills
- Ability to work in team as well as independently
- Possess positive Attitude and Responsibility
- Sincere and Self Confidence

## Hobbies

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- Reading Books
- Listening Music
- Playing Games

## Languages

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English, Marathi, Hindi

## Declaration

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I hereby declare that all the details mentioned above in my resume are true to the best of my knowledge and belief.

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**Anjali Rahul Deshmukh**

