

# Anjali Rahul Deshmukh

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## Professional Experience

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### Associate, *Mahindra Integrated Business Solutions*

2018 - 2019

Mumbai

- Achieved service time and quality targets.
- Developed Solid Relationship with Customers to encourage repeat business.
- Met schedule using excellent planning and coordination skills
- Generated Promising leads through Outbound and Inbound Calls.

### Investment Manager, *Square Yards*

04/2023 - 08/2023

Pune

- Developed and fostered strong relationships with Clients.
- Scheduled and managed appointments to show home and arranged meeting between buyers and sellers.
- Successfully closed the first deal within a month and got activated in Square Yards.
- Increased sales pipeline through the development of targeted prospects lists and conducting effective cold outreach.

### Pre Sales Executive, *Paranjape Schemes Construction Ltd*

08/2023 - 02/2024

Pune

- Engaged the clients and shared qualify leads for further follow-up by the sales team.
- Facilitated smooth transition from presales to post-sales support, ensuring high levels of satisfaction and customer retention.
- Managed customer accounts by ensuring timely follow-ups.
- Boosted Customer satisfaction by addressing and resolving presales inquiries promptly and professionally.
- Worked closely with sales team on understanding customer requirements, prompting products and delivering sales support.

## Education

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### *M.Sc Life Sciences, Department of Life Sciences, University Of Mumbai*

2016 - 2018

Mumbai

### *B.Sc Zoology, S.S & L.S Patkar College of Arts and Sciences and V.P Varde College of Commerce and Economics.*

2013 - 2016

Mumbai

### *Higher Secondary School Certificate, Swami Vivekanand International School & Jr. College*

2013

Mumbai

### *Secondary School Certificate,, Mother Teresa English High School*

2011

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 Oxypetalum*" (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**

