

Monica Ashok Ugale

B.E (Civil Engineering)

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CAREER OBJECTIVE

To join a company that offers me a stable and positive atmosphere and inspires me to enhance and therefore to innovative the work culture for the betterment of all parties concerned.

BASIC ACADEMIC CREDENTIALS

| Qualification | Board/University | Year | Percentage |
|------------------------------|--------------------------|------|-------------|
| B.E (Civil Engineering) | Pune University | 2021 | 7.09 (CGPA) |
| Diploma in civil Engineering | M.S.B.T.E | 2017 | 65.45% |
| S.S.C | Maharashtra state board. | 2014 | 86.00% |

EXPERIENTIAL LEARNING

Vastubuying Realtors (JAN2021 – MAY2022)- Vastubuying realtors is pune based HQ in the IT Hub is a one stop properly solution company. (Global Business Hub)

ROLE- Pre-sales Executive

RESPONSIBILITIES: - As following.

- ❖ Making call to customer for fixing appointment for site visit.
- ❖ Arranging physical customer site visit.
- ❖ Once the lead is qualified defined process to ensure every qualified lead is aggressively followed for site visit
- ❖ Guiding and explaining about project detail to the customers.
- ❖ Regular follow up with customers for the booking.
- ❖ Property listing on the web portal and generating leads.
- ❖ Making good relation with back office & Builder sales team.
- ❖ Keep accurate records of call & conversions.
- ❖ Work with sales team for client appointment & achieve conversion.

TSL Consulting pvt ltd (JUNE 2022 – TILL DATE) –Technology sales Leads (TSL) now TSL marketing is a multinational company which provides outsourced sales and marketing solutions to companies worldwide its plan develop ,manage, integrated marketing methodology.

ROLE- Business Development specialist.

RESPONSIBILITIES – As Following

- ❖ You will be the front –ending sales person to call & reach out to decision –maker /C level /manger level persons and identify sales opportunities.
- ❖ You will be responsible for lead generation.
- ❖ You will be directly involved in inside sales and marketing.
- ❖ You will be involved in identifying new business and prospective customers.
- ❖ You shall take a consultative/ solution approach to your sales lead generation..
- ❖ You shall carry out the required market research and profiling to qualify the prospects.
- ❖ Maintain a high level client satisfaction.

PROJECTS REPORT

- ❖ **Replacement of cement concrete with artificial slag sand during 3 year of diploma**

Knowledge

- ❖ Microsoft Office Word, Microsoft Office Excel, Microsoft Office Power Point,
- ❖ Excellent command of the English language with excellent telephone manner.
- ❖ Basic IT infrastructure including spreadsheets.
- ❖ Knowledge of CCNA, ERP ,Database.

CO-/EXTRA –CURRICULAR ACTIVITIE

- ❖ Participate in model making competition held under D.Y Patil institute of Engineering, management & Research, Akurdi pune.
- ❖ Participated in National Level Technical Festival Tech Unique spectrum of innovation.
- ❖ M.C.C Certificate 2012-2013.

ACHIEVEMENTS

- ❖ Appeared for Maharashtra talent search Examination in 2013.

INTERPERSONAL SKILL

- ❖ Ability to rapidly build relationship and set up trust.
- ❖ Confident and Determined
- ❖ Ability to cope up with different situations.
- ❖ Pressure Handling, Communication Skill.
- ❖ Team Work

PERSONAL DETAILS

- ❖ **Father's Name** : - Ashok Ugale
- ❖ **Permanent Address** : - Ganeshnagar, lane no-10 sangamner 422605 .Dist.- A.nagar
- ❖ **Date of Birth** : - 10th Sep 1998
- ❖ **Language Known** : - English & Hindi
- ❖ **Marital Status** : - Married.
- ❖ **Nationality/Religion** : - Indian
- ❖ **Interest & Hobbies** : - Cooking, Travelling, swimming

DECLARATION

I do hereby declare that the above information is true to the best of my knowledge.

Place : PUNE

MONICA UGALE
(Signature)