

# DEVANSHI SENAPATI

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## SUMMARY

Enthusiastic and results-driven B.Com student with hands-on experience in client relationship management, business development, and sales reporting. Adept at building long-term client partnerships and driving business growth through effective communication and data-driven insights.

## SKILLS

- MS EXCEL
- MS WORD
- MS OFFICE
- MS POWERPOINT
- ACCOUNTANCY
- CRM TOOLS (SALESFORCE, ZOHO)
- CROSS FUNCTIONAL COLLABORATION
- CLIENT RELATIONSHIP BUILDING
- DATA ANALYSIS
- OPERATIONAL EXCELLENCE
- ANALYTICAL PROBLEM SOLVING
- PROJECT COORDINATION

## PROFESSIONAL EXPERIENCE

JUNE 2025

### K.G. INTERNATIONAL, DUBAI | MARKETING AND BUSINESS INTERN

- Supported strategic marketing and business planning initiatives for product launches and promotional campaigns.
- Conducted salesforce reporting and market analysis to assist in data-driven decision-making.
- Contributed to promotional planning and content strategy for the "Become ULTRA" campaign.
- Collaborated on AI-driven research projects to explore automation opportunities in daily business operations.
- Gained hands-on experience in cross-functional coordination across marketing, sales, and tech teams.

### INDUSIND BANK, BHUBANESWAR | RESEARCH INTERN

MAY 2025

- Conducted a month-long research project on the effects of digitalization on the operational efficiency of the bank
- Analyzed banking processes and digital tools to evaluate their impact on productivity and service quality
- Compiled findings into a detailed report submitted to the HR and operations teams.
- Gained insights into digital transformation strategies in the Indian banking sector.

### REKONVERSATION, VIRTUAL | CLIENT RELATIONSHIP MANAGER

APRIL 2024

- Developed strong communication, problem-solving, relationship management, and teamwork skills
- Monitored client accounts to identify growth opportunities and support revenue enhancement.
- Scheduled regular check-ins to ensure client satisfaction and address concerns proactively.
- Built and maintained long-term client relationships through timely follow-ups and efficient issue resolution.

### TALENTSERVE, BENGALURU | BUSINESS INTERN

JUNE 2023

- Gained foundational skills in product pitching, teamwork, negotiation, and meeting strict deadlines.
- Contributed to business planning by providing market insights and conducting competitor analysis.
- Collaborated with cross-functional teams to ensure timely and efficient project delivery.
- Strengthened clientservicing approach through hands-on involvement in real-time business operations.

## EDUCATION

### Bachelor of Commerce ( Specialisation in finance)

Present - 2026

Mount Carmel College

### Senior Secondary: Commerce

2021 - 2022

DAV Public School, Chandrasekharpur, Bhubaneswar

GPA: 86.6%

### Secondary

2020

DAV Public School, Chandrasekharpur, Bhubaneswar

GPA: 85.6%

## ADDITIONAL INFORMATION

- Certification in **financial modelling by NICTE**
- Served as a core team member of the hospitality sector in college, gaining hands-on experience in team coordination and event management.
- Actively participated in business-related competitions, enhancing strategic thinking and presentation skills.
- Recognised as a fast learner with a strong work ethic; consistently completed tasks ahead of deadlines.
- Awarded **Best Intern** for outstanding performance and proactive contribution during internship.