

LIDWINA SHARON A

Business Aspirant

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I'm currently pursuing my Bachelor of Business Administration from MOUNT CARMEL AUTONOMOUS COLLEGE, Bgir-52 , A reputed institution known for its focus on industry-relevant learning. I'm a Detail-oriented and analytical graduate with strong problem-solving skills and a foundation in data analysis, business strategy, and financial assessment. Proven ability to work in fast-paced environments, conduct in-depth research, and deliver actionable insights. Seeking to contribute to KPMG's high-performance culture through data-driven decision-making and client-focused solutions. During my academic journey, I've developed a strong foundation in business strategy, marketing, and finance. I'm now looking for opportunities in top MNCs where I can contribute effectively while continuing professionally.

EDUCATION

MOUNT CARMEL COLLEGE

Bachelor in business administration

2023-2026

MOUNT CARMEL PU COLLEGE

CEBA
SPECIALIZED IN COMPUTER SCIENCE
2021-2022

ST. CHARLES HIGH SCHOOL

Lingrajpuram, Bengaluru 46

SKILL

- Team Leadership
- Client Handling & Relationship Building
- Lead Generation & Conversion
- Negotiation & Communication
- CRM Tools (Basics)
- MS Excel & PowerPoint
- Adaptability & Goal Orientation
- Financial Analysis
- Budgeting & Forecasting
- Financial Modeling
- Ratio Analysis
- Accounting Principles
- Data Interpretation
- Problem Solving
- Risk Assessment
- Decision Making
- Team Collaboration
- Critical Thinking
- SAP (basic understanding)
- Power BI or Tableau(basic)

• INTERNSHIP EXPERIENCE

MAY 2025- JUNE 2025

1. Fortune one , Cunningham Road Bengaluru

Worked as Head Sales Executive at Fortune One Real Estate, where I led client engagement, drove sales initiatives, and contributed to business growth through strategic lead generation and market analysis. Demonstrated strong communication, negotiation, and interpersonal skills while managing high-value client relationships and delivering tailored property solutions.

2. JustDial, Bangalore

April 2025-May 2025

- Interned at India's leading local search engine platform, supporting B2B sales and digital listings.
- Engaged with local businesses across diverse categories to promote Just Dial's digital solutions.
- Learned the fundamentals of customer interaction, telemarketing, and product pitching.
- Developed strong communication, persuasion, and data management skills.
- Gained exposure to CRM tools, lead handling, and Just Dial's service ecosystem in the Bangalore market.

• CERTIFICATIONS

COMPLETED CERTIFIED COURSES IN ARTIFICIAL INTELLIGENCE AND FINANCIAL LITERACY, ENHANCING MY UNDERSTANDING OF EMERGING TECHNOLOGIES AND CORE FINANCIAL CONCEPTS. DEVELOPED ANALYTICAL THINKING, DATA INTERPRETATION, AND DIGITAL READINESS TO ALIGN WITH INDUSTRY TRENDS AND BUSINESS NEEDS.

1.AI-900 MICROSOFT AZURE AI FUNDAMENTALS MICROSOFT

2.FINANCIAL LITERACY

3.DATA ANALYTICS CEE CERTIFICATE

COMMUNICATION SKILLS

- VERBAL & WRITTEN COMMUNICATION
- PRESENTATION & PUBLIC SPEAKING
- CLIENT INTERACTION
- BUSINESS ETIQUETTE
- TEAM COLLABORATION
- TIME MANAGEMENT
- MS OFFICE (EXCEL, WORD, POWERPOINT)
- CRITICAL THINKING

Languages known

- English(Professional proficiency)
- Kannada(fluent)
- Tamil(native)