

OBJECTIVE

Driven and Detail-oriented commerce student seeking to leverage academic knowledge, pre-sales experience, and analytical skills in Finance and operations . Passionate about learning real-world business practices , contributing to organizational growth and developing expertise in financial analysis , strategic planing and operational efficiency.

PROFILE

Ambitious and adaptable B.Com student with prior experience in client coordination, process documentation, and performance tracking. Currently straightening technical expertise through certifications in **Python for Finance** and **Advanced Excel**, enabling effective use of spreadsheets, dashboards, and data analysis. Possesses strong analytical and communication skills with a keen interest in finance, operations and Strategic management. Highly collaborative and committed to driving operational efficiency and supporting organizational growth.

CONTACT

Phone: 7204494884

Email : Harinilvhavle15@gmail.com

LANGUAGE KNOWN

English , Hindi , Kannada , Marathi

SKILLS

- MS Office Suite
- Communication & Interpersonal Skills
- Operation Management
- Financial Analysis
- Analytical Thinking
- Time Management
- Team Collaboration
- Report Preparation & Presentation skills
- Problem Solving&Decision Making

HARINI L V

EDUCATION

Bachelor of Commerce (B.Com) – Business Process Services
Mount Carmel College, Bengaluru | 2023 – 2026

Pre-University – St. Joseph Composite PU College | 2021 – 2023
Percentage: 81%

10th (ICSE) – SSB International School | 2020 – 2021
Percentage: 81%

WORK EXPERIENCE

Pre-Sales Executive –
Fortune One Build Co. | Jan 2025 – Mar 2025

- Generated and qualified leads through research and outreach.
- Coordinated with the sales team to optimize conversion strategies.
- Scheduled and organized client property visits to improve engagement.
- Maintained professional communication channels with prospective clients.

EXTRACURRICULAR ACTIVITIES & INTERESTS

Core Team Member – MCCIE (Innovation, Incubation & Entrepreneurship Cell)

- Increased student engagement by contributing research-based content for entrepreneurship events, workshops, and social media campaigns.
- Collaborated with a cross-functional team to streamline content creation, improving event preparation efficiency by 20%.

Interests: Financial Analysis and market research, exploring emerging fin-tech trends , continuous earning through industry certifications and volunteering with financial literacy programs