

LIDWINA SHARON A

Business Aspirant

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I'm currently pursuing my Bachelor of Business Administration from MOUNT CARMEL AUTONOMOUS COLLEGE, Bglr-52, A reputed institution known for its focus on industry-relevant learning. During my academic journey, I've developed a strong foundation in business strategy, marketing, and finance. I recently completed a one-month internship at Fortune 1, a real estate company, where I worked as the Head Sales Executive. This role helped me sharpen my communication, negotiation, and client handling skills. I'm a quick learner, team-oriented, and passionate about applying my business knowledge in real-world scenarios. I'm now looking for opportunities in top MNCs where I can contribute effectively while continuing to grow 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

- Sales Strategy & Execution
- Team Leadership
- Client Handling & Relationship Building
- Lead Generation & Conversion
- Negotiation & Communication
- CRM Tools (Basics)
- MS Excel & PowerPoint
- Adaptability & Goal Orientation

COMMUNICATION SKILLS

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

• 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

Languages known

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