

## 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 planning 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](mailto: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

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## 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 – MCCIIE (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 learning through industry certifications and volunteering with financial literacy programs