

SUKANYA BHALERAO.

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Objective

A highly motivated and detail-oriented M.Sc. Electronic Science graduate. I am looking for an opportunity, where my skills are efficiently utilized towards the development of the organization as well as personal development and where I can acquire a good number of skills and knowledge for future growth in my career.

Education

➤ **M.SC- ELECTRONIC SCIENCE 2022-2024**

FERGUSON COLLEGE PUNE (AUTONOMOUS)

➤ **B.SC. ELECTRONIC SCIENCE 2019- 2022**

S.N.ARTS, D.J.M COMMERCE AND B.N.SARADA SCIENCE COLLEGE, SANGAMNER.

➤ **HSC 2017-2019**

SHRAMIK JUNIOR COLLEGE, SANGAMNER.

Skills & Abilities

- Project Management
- Digital Marketing
- Research Skills (ability to conduct thorough research)
- Team Collaboration (working effectively in teams)
- Adaptability (flexibility in changing environments)
- Leadership (guiding and motivating teams)
- Emotional Intelligence (understanding and managing emotions)

Experience

- **Global Edutech. Pune.**

I completed a 6-month internship at a leading global edutech company, contributing to robotics development and skill lab setups for educational purposes in alignment with (NEP). Successfully engaged in government sales and coordinated with the board of management. Developed essential skills in presentation, meeting scheduling, and client, vendor, and distributor coordination. Proficient in using Zoho CRM for managing customer relationships and streamlining sales processes.

- **Giga Marketing and Solutions. Pune.**

As a Business Development Manager at Giga Marketing and Solutions, a leading B2B company supplying multi-brand IT hardware and software, In my role, I have utilized various software tools to generate leads, track market trends, and manage customer relationships, while also executing cold calling campaigns and conducting in-person field visits to build and maintain strong client connections.