

Prajakta P. Bawaskar
prajaktab007@gmail.com
Contact No: +918839974776

RESUME

Career Objective

I look forward to use my skills to help the organization achieve its objectives and bring in continuous growth and complement my professional growth.

Work Experience

Business Development Executive, At I Prompt Solution

1 year 6 Month

As a business development executive, I worked here and learned many more things like

- Attracting new clients by innovating and overseeing the sales process for the business
- working with senior team members to identify and manage company risks that might prevent growth.
- Identifying and researching opportunities that come up in new and existing markets
- preparing and delivering pitches and presentations to potential new clients
- Combining efforts and fostering a collaborative environment within the business as a whole
- communicating with clients to understand their needs and offer solutions to their problems
- Creating positive, long-lasting relationships with current and potential clients
- Running outbound campaigns (phone calls, emails, etc.) to create sales opportunities
- Maintaining client activities in CRM
- Developing and presenting proposals customized for each client's specific business need
- Translating proposals into ready-to-sign contracts
- Managing virtual and in-person sales meetings etc.

Profile Summary

- I have taken training of SAP FICO.
- I have done MBA in Marketing & Finance.

SAP FICO Key Skills

- FI-GL: Configuring and Customizing of Enterprise structure, Financial Accounting global setting, General Ledger Accounting.
- Accounts Payable: Configuring and Customizing customer A/c group, vendor master data, Automatic Payment Program, house bank customization and check management.
- Accounts Receivable: Configuring and Customizing customer A/C group, Customer master data, Configuring Dunning areas and dunning procedure.
- Assets Accounting: Configuring and Customizing of Assets, Maintaining of Asset master data, Acquisitions, Retirements, Transfers, Revaluation of Assets and Depreciation Run.
- Integration: FI Integration with MM , FI Integration with SD.
- Maintaining Controlling area.
- Knowledge on new GL Account.
- Basic knowledge in CO-PC, CO-PA, CO-PCA.

Technical Skills

- SAP FICO
- MS Word
- MS Excel

Academic Credential

Qualification	Institute Name	University/Board	Passing year	Percentage/CGP A
MBA	Medicaps University, Indore	Medicaps, Indore	2019	67
B.Sc (Computer Science)	C.M.I.P.S, Indore	DAVV, Indore	2016	59
Senior Secondary	F.S.P.H.S.S	MP Board	2011	57
Secondary	F.S.P.H.S.S	MP Board	2009	62.33

Additional Skill

- Good team player
- Good Co- ordination skills
- Good communication skills

Personal Details

- Permanent Address : 310,VikasNagar, Chotta Bnagarda Road, Indore - 452005.
- Date of Birth :16 May1994
- Marital Status : Unmarried
- Gender : Female
- Languages Known : English, Hindi, Marathi

Place: Indore

Date: -

Prajakta Bawaskar