**SAPNA SHARMA**

**Email:** sapnasharma\_15@yahoo.co.in

**Mobile:** +91-9819617881

**Seeking challenging opportunities in the role of Marketing and Business Development and contribute to business improvements in a growth oriented organisation**

**SYNOPSIS**

* Organizational Exposure with **Mirakle Initiatives Ltd**, Mumbai as Business Development Manager
* Organizational Exposure with **Standard Chartered Finance Ltd**, Mumbai as Assistant Manager
* Organizational Exposure with **Corporate Bridge Academy**, Mumbai as Summer Intern in MMS
* Organizational Exposure with **Business Standard** , Mumbai as Winter Intern in MMS
* Strong and credible Team player with good problem solving and organising capabilities
* Enthusiastic learner with a zeal to acquire new skills and explore new horizons

**ACADEMIC CREDENTIALS**

**2012 MMS (Marketing)** from GNIMS (Guru Nanak Institute of Management Studies), Mumbai with 70%

**2009 B.E. (IT)** from Pillai’s Institute of Information Technology with 63%

**2004 H.S.C.** from Mahatma Gandhi Mission Junior College with 57.17%

**2002 S.S.C**. from PES (People’s Education Society) School, CBSE board with 54%

**MNC EXPERIENCE**

**Mirakle Initiatives Ltd January 2015-till date**

Profile : Business Development Manager

Details : Tie ups with real estate agents/developers/builders for area franchises in Mumbai and Thane region for one of the verticals named “zaidaad” and working on zaidaad product launch

**Standard Chartered Finance Ltd October 2012-November 2014**

Profile : Assistant Manager (Credit cards and Personal loans)

Details : Handled three branches out of 18 in Mumbai for CCPL-lead generation to closing

**SUMMER INTERNSHIP**

**Corporate Bridge Academy April 2010-June 2010**

Title : Branding of Corporate Bridge

Profile : Marketing

Details : Online sales promotion and Internet marketing of the Corporate Bridge Academy through

interacting with various affinity and social networking sites

**WINTER INTERNSHIP**

**Business Standard**

Profile : Marketing and Sales

Details : Sales for business standard and analysis of changing attitudes towards business newspapers

**WORK EXPERIENCE**

* Worked as a Customer Service Associate with Altius Customer Services-BPO for 6 months (2005)
* Worked as an Assistant Manager-CCPL with Standard Chartered Finance Ltd (Oct 2012-Nov 2014)
* Working as a Business Development Manager with Mirakle Initiatives Ltd (Jan 2015-Till date)

**ACHIEVEMENTS AND INTERESTS**

* Successfully completed In-Flight Cabin Crew training program, Diploma in International Airlines and Travel Management and certified training program in Computerized Reservation System from IITC-India International Trade Centre (2004)
* Won school level quiz and debate competition
* Volunteered for the annual tech fest of Pillai’s Institute of Information Technology 2007 -2008
* Interest areas include exploring new places and photography.

**PERSONAL DOSSIER**

**Date of Birth :** 15 February 1987

**Languages Known :** English, Hindi and Marathi

**Permanent Address :** A-403, Shah Arcade, Sector-6, Plot No-4&5, Kharghar, Navi-Mumbai-410210