Shweta Kankate

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# Objective

To ensure challenging position in a growing organization where I would be able to utilize my capabilities to the best extend and in the process add value to the organization and my career.

# Education

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Qualification** | **Institute** | **University** | **Year** | **Percentage** |
| BE- E&TC | NDMVP COE | Pune University | 2013 | 56.46 |
| HSC | KTHM College | Pune University | 2009 | 77.33 |
| SSC | SPPS School | Delhi University | 2007 | 73.38 |

# Skills & Abilities

* Dedication and commitment to every single task I accept and undertake.
* Have a quality for adopting new concepts of studies as well as responsibilities.
* Strong analytical and people management skills.
* Excellent verbal and personal communication skills.
* Passion for constant improvement.
* Ability to make sound decisions.

# Experience

**Have completed the certified course of computer language from CMC Ltd., Pune.**

* Languages: C, JAVA, J2EE
* Database: Oracle, 10g
* Web technologies: PHP, JSP

**Company Name**: Standardwings Technologies Pvt. Ltd.

**Designation**: Junior PHP Developer

**Duration**: 1st September 2015 to 30th May 2016

**Job Profile:**

* Training and learning period
* Implementing the codes and learning new frameworks like codeigniter
* Contributed in all phases of development lifecycle
* Written clean and well-designed code

**Company Name**: Standardwings Technologies Pt. Ltd.

**Designation**: Business development executive

**Duration**: 1st July 2017- Till date

**Job Profile**:

* Identifying prospective clients and generating business from new accounts.
* Developed number of customer base from scratch for European Countries and Southern Africa.
* Make cold calls to prospects and industry specific leads on daily basis.
* Creating and managing business opportunities.
* Pursue conversations with potential customers and help them understand about the Services & Solutions we offer.
* Follow up and follow through the leads via mails and Skype.
* Build prospect and Lead database, and setting up appointment with the client.
* Updating and maintaining information of clients in CRM.
* Responsible for sales cycle from lead to close.

**Skill Set:**

Communication, Market Research, Customer Relationship Management, International Sales, Lead Generation, New Business Development.

# Personal Information

Date of Birth: 1st June 1990

Marital status: Married

Languages Known: English, Hindi, Marathi and Gujarati

# Declaration

I hereby certify that, all the information given above is true, complete and correct to best of my knowledge.

Shweta Kankate