

Shefali Salve

MBA - International Business

An experienced MBA graduate actively looking for a new job opportunity in an International firm to gain knowledge & workings of global market.



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📅 25 March, 1997

📄 live:.cid.1f3133a20690d3c4

CURRENT ORGANISATION

International Business Development Executive Zealmax Innovations Pvt. Ltd

10/2021 - 04/2022

Ahmedabad, Gujarat

Achievements/Tasks

- Understanding the nature of the work - company - target market and strategizing the tasks.
- Analyzed the products - current market and re-framed catalogues, website and basic formats.
- Targeting right market by knowing demand, geographics and requirements for the products.
- Funneling the leads flow with usage of social platforms like Alibaba, LinkedIn and Google.
- Approaching right clients, understanding their requirements and assisting them with company offerings.
- Finalizing and closing the deals. Taking after sales follow - ups and working on client retention.

PROJECTS

Study of Quality Control, Market Entry Strategies & Export Documentation for Processed Seafood with special reference to Japan. (05/2019)

- MITWPU School of Management, Pune

Food Waste Management by Indian Hotel Industry.

- MITWPU School of Management, Pune

EDUCATION

MBA - International Business MITWPU School of Management, Pune

06/2018 - 10/2020

CGPA 8.53

B.Com

SBES College of Arts & Commerce, Aurangabad

07/2014 - 08/2018

CGPA 5.78

SKILLS

General Management

Problem Solving

Team Management

Client Retention

ACHIEVEMENTS

National Level Gold - Abacus Level 3

State Level Silver - Abacus Level 2

District Level Kho-Kho Player

CERTIFICATES

Advanced MS Office

International Business Conference

DY Patil University, Pune

International Business Seminars

MITWPU School of Management

Sales Negotiations

LinkedIn Courses

Sales Closing Strategies

LinkedIn Courses

INTERNSHIPS

Gadre Marine Export Pvt. Ltd (05/2019 - 07/2019)

Business Management Intern

Swift Cargo Pvt. Ltd (04/2021 - 06/2021)

Customer Service Intern

LANGUAGES

English

Full Professional Proficiency

Hindi

Full Professional Proficiency

Marathi

Full Professional Proficiency

Gujarati

Elementary Proficiency

INTERESTS

International Business Development

International Sales & Marketing

Project Development