

SHREYANSHKUMAR SONAVALÉ

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SUMMARY

- Passionate and enthusiastic professional with over eight years of experience in business operations across diverse industries such as IT, Finance, and Telecom. Strong background in technical and administrative analytical skills, financial and business planning, proficient in drafting website and app specifications, and working with Microsoft Office, Google Analytics, Oracle, NetSuite, Salesforce, HubSpot, Adobe applications.
- Committed to continuous learning, innovative thinking, and enhancing efficiency to improve processes and business performance.
- Excellent communicator with negotiation, stakeholder management, and team leadership expertise.
- Adaptable and flexible, able to thrive in new environments and quickly acquire new skills.
- Experienced in operations management, sales management, business analysis, research and strategy, team management, and client success. Results-oriented with a focus on revenue generation, business intelligence, business negotiation, and marketing/business planning.
- Proficient in problem-solving, logical thinking, business communication, and presentation skills. Recognized for achievements in delivering top business KPIs, acquiring clients, generating revenue, and enhancing company profiles.

SKILL SET

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|-------------------------|--------------------------|--------------------------------------|
| • Operations Management | • Stakeholder Management | • Business Planning |
| • Risk Management | • Revenue Generation | • Leadership Skills |
| • Business Analysis | • Business Intelligence | • Business Communication |
| • Research & Strategy | • Client Success | • CRM (Salesforce & HubSpot) |
| • Team Management | • Business Negotiation | • Problem Solving & Logical Thinking |

EDUCATION

- **Master's in Finance – University of The Cumberlands, USA (2023)**
 - Corporate Finance
 - Financial Planning & Wealth Management
 - Financial Modelling & Valuations
 - Financial accounts & Analysis
 - Global Capital Market & International Finance
 - Financial Services, Regulations & Ethics
- **Master's in Business Management - Kingston University, United Kingdom (2019)**
 - Project Management
 - International Trade and business strategies
 - Innovation and Entrepreneurship management
 - Business development and consultancy
- **Bachelor of Arts - Gujarat University, India (2016)**
 - Political Science
 - Economics
 - Computer Methodology

WORK EXPERIENCE

RBSA Advisors

Feb 2021 - Sep 2022

Business Analyst - Initiatives & Strategy

Key Deliverables

- Conducting research and analysis to support decision-making processes.
- Collaborate with the client and the finance department, to gather information or support projects.
- Market research and analysis for the growth opportunities in MENA region.
- Client Acquisition for transactional & financial services. (Investment Banking, M&A, Valuation, Risk Advisory etc.)
- Managing large corporates & PE/VC client (C-Suite) relations across Middle East.
- Driving revenue through new services, ideas & strategies.
- Ensure that data used in research and analysis is accurate and up to date.
- Maintaining database in CRM (Salesforce)
- Creating reports and presentations that summarize their findings and recommendations to support Senior Management and Stakeholders.

Vodafone India Shared Services - UK project

Dec 2019 – Nov 2020

Senior Account Executive

Key Deliverables

- Building and maintaining relationships with key customers, including corporate clients, to ensure satisfaction and retention.
- Developing and implementing account plans that align with the company's strategic objectives and the client's needs.
- Identifying growth opportunities and developing strategies to increase revenue and profitability.
- Managing contracts and ensuring compliance with contractual obligations. Negotiating contract terms and renewals, as well as managing contract performance and delivery.
- Identifying emerging trends and technologies that could benefit the client, as well as recommending solutions to address their specific needs.
- Provided coaching and guidance, setting goals and targets, and monitoring performance of a dedicated team.

IT Care Solutions Limited

Apr 2012 – Dec 2017

Business Development Executive

Key Deliverables

- Evaluated designs, also modified, and supported computer systems and subsystems.
- Interacted with client to understand their computer infrastructure needs to plan the hardware and software purchases accordingly.
- Resolved issues by adequate troubleshooting, as well as discussed on projects, technology solutions and responded to queries related to systems & technologies.
- Collaborated & liaised with Educational and Healthcare Organizations as well as Local Government for their IT requirements.
- Devised and analyzed the systems abilities to support intelligence requirements, also initiated and implemented the software packages and project upgrades.
- Enhanced the technical standards and specifications.

PROJECTS HANDLED

Project Name	Business Expansion Analysis	Apr 2023 – July 2023
Company	RF Media & Publishing Ltd, Bradford, UK	
Description	Actively participated in the company's expansion in London, UK. <ul style="list-style-type: none">• Market Analysis• Expansion Planning• Reporting and Analysis• Industry Networking• Business Development• Relationship Building	
Project Name	Products Trademark & Rebranding	Nov 2018 - Mar 2019
Company	Polybags Limited, Greenford, London, UK	
Description	<ul style="list-style-type: none">• Company's internal research• Market competitor analysis• Branding of new product range• Created logos to replace the existing ones• In-depth trademark research• Trademark application	

CERTIFICATION

- Certified Prince2 Foundation Examination for Project Management
- Certified in Web Development, PHP, and JAVA from Incisive Web Solutions

Achievements

- Recognized as Top performer to deliver the top business KPI for the month of January, April, May 2020 with Vodafone Shared Services.
- Consulted and acquired MENA clients to increase their business growth by 24% of average sale cycle on the first quarter and 37% on the third quarter performing business development approach at RBSA Advisors.
- Generated revenue and new business at IT Care Solutions by adding valuable credentials to the company profile.
- Participated and hosted KU campus placement fair and corporate events

End of Resume