Shabnam Kumari

Fresher

Enthusiastic and dedicated MCA (Master of Computer Applications) student eager to kickstart a career in the IT field. Currently pursuing a comprehensive education in computer science and programming languages, with a strong foundation in software development and problem-solving. A quick learner with a passion for technology, ready to contribute fresh ideas and a strong work ethic to a dynamic IT team. Excited to apply academic knowledge to real-world projects and grow professionally in a challenging IT environment.

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📱 9821177067

📍 GAUTAM BUDDHA NAGAR, India

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EDUCATION

Masters in Computer Application - AI
Gautam Budh University

06/2022 - Present   *GREATER NOIDA*

Bachelors in Computer Application
Greater Noida Institute of Management

06/2018 - 07/2021   *GREATER NOIDA*

Senior Secondary
Ram hons +2 school chatra

07/2016 - 04/2017   *Madhepura, Bihar*

Secondary
Ram hons school chatra

07/2014 - 04/2015   *Madhepura, Bihar*

WORK EXPERIENCE

Outbound Sales Representative
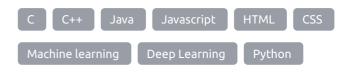Paperex

11/2021 - 01/2022   *Greater Noida*

Paperex is an internationally renowned series of exhibitions and conferences focusing on Paper, Pulp and all Allied Industries. It is the only comprehensive business platform serving the paper industry over the years.

Achievements/Tasks
- Conduct outbound calls to potential customers.
- Build rapport with prospects to encourage interest.
- Schedule appointments or follow-up calls for interested prospects.
- Accurately record customer data and interaction details in the system.
- Maintain a database of leads and update it regularly.
- Collaborate with the sales team to ensure effective follow-up.
- Adhere to company policies and sales scripts as needed.
- Maintain a professional and courteous demeanor during calls.

TECHNICAL SKILLS

C   C++   Java   Javascript   HTML   CSS

Machine learning   Deep Learning   Python

PERSONAL PROJECTS

Game - Rapid Roll Model (03/2021 - 05/2021)
- We have built a game called Rapid roll model using HTML, CSS, Javascript and C++.

SOFT SKILLS

Quick Learner

Team Work

Problem Solving

Adaptability

LANGUAGES

English
Professional Working Proficiency

Hindi
Native or Bilingual Proficiency

INTERESTS

Badminton   Dancing   Music