

Pooja Gangwani

Co-Founder at FuerteDevelopers

Summary

Pooja is a capable professional who has extensive experience of analyzing current and potential business processes to identify clear opportunities for improvement. With a background in streamlining and automating procedures, she is more than able to not only meet but exceed your expectations in developing best practices.

Experience

Co-Founder

January 2017 - Present

Business Development Manager at Freelance, self-employed

January 2017 - Present

- # Establishing contact with all assigned leads by call or e-mail within time frame defined by company.
 - # Generate sales leads by outbound calls and e-mail attempts.
 - # Understand clients need, Negotiation, Closure.
 - # Follow-up to clients/ inquiries.
 - # Responsible to generate new clients
 - # Identifying deficiencies in business systems.
 - # Communication & Interpersonal Skills.
 - # Writing up engaging, informative and well-organized presentations.
 - # Can manage a flexible work schedule to accommodate different time zones.
 - # Business Intelligence.
 - # Strategy to understand business or technical issues.
 - # Solid collaboration, facilitation, and negotiation skills.
 - # Able to work accurately with interruptions.
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Education

Marwadi College

Master's Degree, Computer Science, 2015 - 2017

Atmiya Institute of Technology & Science (SFI), Rajkot. 787

Bachelor's Degree, Computer Science, 2011 - 2014

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[Contact Pooja on LinkedIn](#)