



Preeti Gour

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CAREER OBJECTIVE

"An able, enthusiastic, skilled, and reliable professional seeking a position that reflects my experience, skills, and personal attributes, including dedication, meeting goals, creativity and the ability to follow through".

SKILLS

- Advance Excel / Macros
- Sales Forecasting
- Basic Salesforce
- Personal Selling
- Presentation Skills
- Interpersonal Skills

WORK HISTORY

BDE

02/2021 to Current

FUTURISM Technologies | Pune, Maharashtra

Key Role: Responsible for Sales Operations, Requirement Gathering, Lead Generation, Build Client Relationships, Market Research, Data Analysis, and Identify New Business Opportunities.

- **Lead Generation:** Lead generation in international market like UK, Europe and UAE through extensive Cold Calling, Market Research and Business Networking.
- **Requirement Gathering:** Supported my company as Junior Analyst and to understanding the needs of multiple stakeholders and their business operations and do proper requirement management, Prepare requirement documents and communication.
- **Data Analysis:** Monitoring sales related data and drawing inferences to propose future course of action by using advanced MS Excel.
- **Data Collection and Reporting:** Collected and analyzed Sales Data to discover potential business growth opportunities, completed revenue and profits forecasts and produced professional presentations, Data Sheets, Graphs and Charts.
- **Build Client Relationships:** Develop and maintain relationships with the prospective IT decision makers (CEO, CTO & CXO level).
- **Market Research:** Segregating and acquire leads across multiple industries.
- **Content Writing:** Did a project on Website Content Writing that provides a range of safety solutions.
- Awarded Employee of the Month for performing great work.

DVU

08/2017 to 01/2019

BANDHAN Bank | Indore, Madhya Pradesh

Key Role: Responsible for verifying information of customers provided during account opening against the KYC Documents.

- **Data Verification:** Contact clients via e-mail, call or physical meeting to gather correct information and documents which is required during account opening.
- **MS Excel:** Data Extraction, Client's Data Storing, Sorting, Cleaning & Organizing by using Pivot Table, Lookup, Vlookup and Hlookup and Macros
- **Evaluation and Analysis:** Interviewing clients to determine eligibility and feasibility of opening savings accounts also, to analyze risks and based upon it to approve or reject application form.

INTERNSHIPS

SUMMER INTERNSHIP

05/2020 to 07/2020

WRAPKING

To study about the franchise models and aspects of franchise development for WRAPKING and

ROLLEAT Projects:

- Franchise Building all over India was the goal of the internship.
- Franchise was quoted to the professional businessmen over a telephonic conversation and involves extensive Key Account Management.
- Gained knowledge about how Franchise Business works, how to deal and promptly answer the queries of the business professionals.
- Learned Negotiation Skills, Interpersonal Skills, and Personal Selling Skills.
- Used Canva tool for making Flyers and Infographics

WINTER INTERNSHIP

01/2020 to 03/2020

RELIANCE CAPITAL

To understand financial products, trading, and investment system of stock market

- Internship involved sales and distribution of Reliance Financial Products.
- Throughout the entire process our work was to interact with people, and identify the factors and the values of people consider before investing.
- Gained knowledge about Stock Market, Shares, Financial Market, Capital Market, Money Market, IPO, FPO, Bonds and Debentures.
- Gained knowledge about BSE, NSE, SENSEX and NIFTY.

EDUCATION

10th | PCM

SGTBP HS School, Ratlam

2009

12th | PCM

SGTBPHS School, Ratlam

2011

B.E | Electronics and Communication

SIMS College affiliated to RGPV University, Bhopal

2015

PGDM / MBA | Sales and Marketing

PIBM College affiliated to Pune University, Pune

2021

AWARD & ACHIEVEMENTS

Completed **Advanced Excel / Macros Certification Course**.

Participated in **Sa Re Ga Ma Pa** and **Pehchaan Music Competition**.

Appreciation certificate on **Travel Blog Writing** in College.

Secured second Position in **Badminton Competition**

DECLARATION

I do hereby declare that the above-mentioned information is correct and up to the best of my knowledge, and I take full responsibility for the authenticity of the data provided.

