

**Preethi Bhat**

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## **PERSONAL STATEMENT**

An accomplished, Creative, Results-driven professional with expertise in Business Development, Business analyst, Account Management, Client Acquisition and Client Management. Ability to work independently as well as to lead the team, Possesses excellent interpersonal, organizational skills and strong analytical capability to resolve complex situations.

## **PROFESSIONAL EXPERIENCE**

2.5+ years in IT sector, 2013 July -2016.

Foradian Technologies Pvt Ltd, Bangalore

### **Roles and Responsibilities:**

#### **Business Development**

- Leading the Pre Sale team by providing the Product demo( ERP and LMS) and Pre sale training for our potential clients and channel partners across the world.
- To identify and evaluate the specific profitable business opportunity, initiate the proposal, delivery the presentation to capture the new business plan which includes developing and implementing the Strategic business plan.
- Involved in the process of Business agreements, proposals, negotiation, decision making, risk management so on.
- Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments and maintain an excellent client relationship with existing and potential client.

#### **Business Analyst**

- Identify requirements for new products & services to anticipate and potentially lead the market ( ERP and LMS).
- Planning and Monitoring
- Comparative analysis, Competitive Analysis and Requirement analysis.
- Communication with IT, Internal team and decision makers to improvise the existing business process.

#### **Project Coordinator**

- Assisting in several customization project.
- Presentation and meeting up clients to discuss the requirements.
- Coordination with the internal team and third party to meet the requirements and promised delivery on time i.e maintaining customer satisfaction.
- Played key role in company initiatives for developing new projects for future use.

## ACHIEVEMENTS

- Pre Sale Product demo for 200+ clients across the world.
- Product features training for 100+ channel partners across the world.
- Taken up a seminar on Distance Education and LMS implementation in education sector along with comparative studies with various LMS to the top management.
- Successfully implemented ERP projects for HP, IIM, Indira etc. and other Government projects for educational domain, contributed over 30% revenue for a company.

## PROFESSIONAL SKILLS

- Ed Tech Strategy
- ERP and LMS knowledge and Cloud Computing
- Ability to investigate and seek out alternative solutions to problems.
- Team player , Strong negotiation and communication Skill.
- Energetic and having the ability to make thing happen.
- Driving peak performance across all areas of the business.
- Able to work closely with Account Management teams in drawing up strategies on how to sell to clients.
- Experience in a client facing environment. Possessing a positive ‘can do’ attitude, with a strong focus on getting results.

## ACADEMIC QUALIFICATION

**M.B.A :**St Aloysius Institute of Management and Information Technology, Mangalore, Secured First class.

**B.E :** New Horizon College of Engineering, VTU University, Bangalore-First class with Distinction.

**PUC:** Poorna Prajna PU College, Karnataka Board, Udupi-First class

**SSLC:** SMHPS School, Uchila, Udupi- Distinction

## PERSONAL DETAILS

**Husband's Name:** Srinivasan Balakrishnan Rao

**Date of birth :** October 10th, 1989

**Sex :** Female

**Nationality :** Indian

**Marital Status:** Married

**Hobbies:** Choreography, Music, Throwball

