**Shubham Sudhakar Alate**

Kothrud,Pune,MH.

[Shubham.alate@gmail.com](mailto:Shubham.alate@gmail.com)

Mob : +919762910763

**Objective: -**To work in an organization which provides me with ample opportunities to enhance my skills along with contributing to the growth of the organization

**Educational Qualifications: -**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Degree | School/University | Institute Name | Specialization | % Marks |
| B.E. | PUNE | MMCOE | Mechanical | 68.00 |
| HSC | MS Board | Sau.VimlabaiGarware Junior College | - | 65.20 |
| SSC | MS Board | Sau.VimlabaiGarware High School | - | 80.20 |

**Project Undertaken: -**

**Engineering Level**

* **Project Title: Automatic Emergency Breaking System**
* Role: Involved in developing the solutions.
* Team Size:04
* College Name: Marathwada Mitra Mandal College of Engineering, Pune.
* Duration:6 Months

**Work Experience: -**

**Organization: Apptware Solutions LLP,Pune.**

**Role : Associate Sales & Customer Success (Aug 2021 – Present).**

* Developing strategic sales plans and new business opportunities for E-commerce platform.
* Perform initial assessment for each client’s business.
* Understand Clients needs and wants in E-commerce domain.
* Conducted successful demos for each client using BANT technique.
* Develop detailed business plans and strategies.
* Competition analysis and differed Features recommendations to the management team.
* Own overall relationship with assigned client, which includes managing on-boarding, implementation.
* Established a trusted and strategic advisor relationship to help drive continued value of our product and services.
* Maintain and develop customer success strategies and best practices.
* Communicate effectively with both internal and external senior level management to understand customer needs, maximize retentions and sustainable growth.

**Technical skills: - Python, MS Office, Hubspot (CRM)**

**Skills: -**

* Effective communication skills
* Creative Thinking
* MS office
* Negotiation’s skills
* Collaboration with all job levels
* Organization and Time management
* Entrepreneurial Spirit
* Strategic Vision
* Team Management

**Hobbies & Interest: -**

* Playing Cricket, Badminton, Trekking, Reading Historic books.

**Achievements: -**

* Achieved 1.5X sales target for each month.
* Representative at Mechanical Engineering Student Association.
* Participated in extracurricular activities
* Won elocution competitions.

**Languages Known:** English, Hindi and Marathi.

**Personal information: -**

|  |  |
| --- | --- |
| Name | ShubhamSudhakar Alate |
| Father`s Name | Sudhakar Maruti Alate |
| Address | Kothrud,Pune,MH. |
| Contact No. | 9762910763 |
| E-mail ID | shubham.alate@gmail.com |
| Date of Birth | 10th May 1997 |
| Marital Status | Single |
| Desirable Work location | Pune |

**Declaration: -**

I hereby assure that the above-furnished details are correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

**Regards,**

**Shubham Alate**