Pratibha Rawade
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Career Objective:

To be part of an organization as a professional and contribute using my knowledge and skills.

Work Experience:

Working with DP technology as Business Development Executive from August 2018 to January 2019.

Job Role:
Generate leads on given data, and cold calling.
To convince the Clients and conference calls through cold calls and/or emails.
Calling to clients and telling them about software upgradation.
Arranging the demos of product to client side.

- Worked with Fundreamz Global Marketing pvt ltd as Business Development Executive from Jan 2017-Jan 2018.

Job Role:
Data Collection, cold calling, responsible for achieving the
Sales target. Identify new customers and penetrate the market.
Build and maintain relationships with the clients and the key customers associated with them.
Maintain Documentation and report.

- Worked with Machintel Corporation as Research Analyst/ Lead generation Executive from Jan 2016-Dec 2016.

Job Role:
Working from customer lists and/or database, making outbound (cold/warm) calls to find qualified leads in the International Market.
Actively profile all customers and use effective telephone selling skills to promote client's products.
Effectively perform outbound calls to target prospects in defined geographies.

Educational Qualification:

- B.E IT from SVERI's college of engineering with an aggregated of 67% in 2015.
- Diploma from VVP Polytechnic with an aggregated of 76% in 2010.
- SSC from K V School with an aggregated of 75% in 2007.

Engineering Project Details:

- **Project Name: "Cloud computing security from single to multi clouds."**
  Objectives:
  Cloud computing provides many benefits in terms of low cost and accessibility of data. Ensuring the security of cloud computing is a major factor in the cloud computing environment.

- **Project Name: "College Banking System**".

- **Objectives :**
  To provide easy banking system for college.

Training and Certification:

- A three month training specializing in DotNet from Lotus IT Hub.
- Attended workshop on NETWORK SECURITY at Networking Hub Solapur
- Completed 3 gardes in Drawing Exams with Merit.
- Completed internship in web designing from encryption infotech pune

Technical Skills:

Programming Language: C, C++, C#, HTML, CSS
Database   : MySQL
Microsoft Technologies: ASP.NET 4.0, MVC Basic
IDE   : Microsoft Visual Studio 2012

Personal Skills:

- Good Communication
- Leadership Qualities

Declaration:

I hereby confirm that the information furnished above is true and correct to the best of my knowledge.

Date: 25/03/2019   **Pratibha Rawade**
Place:Pune