

Aakanksha Hazari Sharma
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CAREER OBJECTIVE

Work and learn that contribute best for the growth of the organization by continue developing and sharing my skill ability.

SKILLS

Sales skills.
Communication skills.
Marketing skills.
Business intelligence skills.
ROI and data analysis skills.
Project management skills

EXPERIENCE

Jun-2019 – Mar-2021 Prompt laser Pvt ltd company (pune)

Sr. Business development executive As a Sr. Business development executive I was responsible for the growth of the business with lead generation. My main work is to find new targets and leads to promote the sales and services of the company or organization. I have lead and oversee the development and growth of profitable new business; develop and maintain effective key customer relationships as well as ensure business growth through directing and managing business development activities. New business generation by meeting potential clients to understand needs and providing relevant solutions.

May-2018 – Jun-2019 Tokyo info solutions (pune)

Business development executive As a Business development executive my responsibilities were identifying opportunities for new business development through following up on leads and conducting research on target clients, Managing the sales process to close new business opportunities, Building strong relationships with the existing portfolio of clients, Meeting and exceeding weekly and monthly activity and revenue targets, and lead generation.

EDUCATION

Degree/Course	Percentage/CGPA	Year of Passing
Bachelor of engineering	8.4	2017
Saraswati institute of engineering and technology , Rajiv Gandhi technical university.		
Higher secondary	74% %	2013
Millenium academy , MP Board		

ACHIEVEMENTS

1) I have achieved 1 lakh incentive in a month as a highest incentives of the company (Tokyo Info Solution)
2) I have reached more than monthly target and became 'closer of the month' 7 times in PROMOT LASER Company.

STRENGTHS

I think one of my greatest strengths is as a problem solver. I have the ability to see a situation from different perspectives and I can get my work done even in the face of difficult obstacles. Also, Trustworthiness, Creativity, Discipline, Patience, Respectfulness, Determination, Dedication are my best strengths.

AREAS OF INTERESTS

Traveling
Pet care
Reading
Volunteer Work/Community Involvement
Writing

HOBBIES

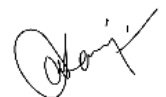
Photography
Travel
Cooking
Go Camping

PERSONAL DETAILS

Address	Asawari, Nanded City Pune, Maharashtra, 411041
Date of Birth	06/March/1996
Gender	Female
Nationality	Indian
Languages Known	Hindi (Read, write and speak) English (Read, write and speak)

DECLARATION

I hereby declare that information given above is correct and true.



Aakanksha Hazari Sharma