Prachi Shrivastava

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EXPERIENCE

Numeric Infosystem Pvt Ltd
May 2022-Present

Trainee

Full stack developer course in progress.

Uniglobe Market Ltd
25th August 2022 - Present

Business Development Executive

- Trading and position management skill of Forex trading
  Communication skill to work in open-minded, cross sectional environment
- Experience in Forex trading (market making)
- Forex trading experiences with sound product knowledge
- Experience with working in a team across multiple geographies and timezones is required
- Deep market knowledge with relative value skills
- An exceptional track record, with a demonstrated ability to generate revenues from smart disciplined taking around core franchise activity
- Client orientation, with strong focus on generating ideas/news
- Maintain a suitable liquidity presence in the interbank market place to enable the bank to execute its business needs
- Be responsible for reviewing and signing off on P&L
- **Working with senior team members to identify and manage company risks that might prevent growth**

SNS system Pvt Ltd.
July 2021 to April 2022

Software Developer Trainee

- Strong ability to understand the working of the existing application quickly and to be able to make modifications.
- Handled tasks from development to unit testing and delivered them with
- Zero defect rate density.
- Performing bug fixes and working with the client QA team to discuss technical bugs.
- Implementing web design and development principles to build stable software.
- Successfully meet with clients to discuss projects and gather requirements.
- Proactively provided documentation support program change. Tested, coded, reviewed, and delivered software with 100% on-time record and according to service level objectives.
- Providing software demonstrations to prospects/ existing clients, along with pre-sales and sales teams.
- Expert in testing tool - MANTIS bug tracker database - Ofbiz Apache writing of requirements specifications for clients' side.

Maruti Suzuki
January 2021 to June 2021

Sales Relationship Manager

- Handling face-to-face inquiries from customers, telephone calls, and correspondence.
- Make sure that customer requirements are delivered on a timely basis.
- Explaining complex information clearly and simply.
- Working on own initiative, setting own priorities, and working to defined deadlines.
- Taking on complex customer issues and resolving them to satisfaction.
- Prospecting for valuable new business customers.
- Measuring vital customer satisfaction levels.
- Answering product-related customer queries.

Cogent E Service
June 2019- August 2019

Customer Service Representatives

- Analyze and optimize performance, recommend and implement improvements to meet clients' online marketing objectives.

- Identify and implement new revenue opportunities.
- Negotiate payout rates and payment terms with new and existing partners.
- Maintain constant communication with partners via email, skype, or personal meetings to manage their accounts more efficiently.
- Manage daily, weekly, and monthly advertising budgets.
- Ensure positive customer experience by proactively managing and growing customer relationships.
- Provide customer service through technical support.
- Optimize accounts to reach business objectives and targets.
- Analyze performance and identify up-sell opportunities for existing account growth.

EDUCATION

ITM Universe
June 2015 to August 2019

BE(ECE)

SKILLS

Programming/Scripting Language:-SQL, XML
Web development:-HTML, CSS, JS, J query, Bootstrap, MongoDB
Development tools:-Jira, Mantis bug tracker, Git
Operating system:-Linux OS(Debian)
Networking API:-Postman Development software:-Apache
Core Competencies:-
Application Programming
Object-oriented
Project Management

VOLUNTEERING

Birla Institute of Technology & Management
January 2020 to March 2020

Ranganathan Society for Social Welfare and Library Development

- The purpose of this workshop was to make the participants aware of making effective use of e-resources and knowing the latest trends and technologies in the field of **library management** and **develop adequate skills** for catering to the growing information needs of the users.
- Participants were also trained in using **Open Source Software** for Libraries besides many other new trends and **technologies in libraries**. Birla Institute of Management Technology (BIMTECH) is the CSR   implementation arm of the prestigious Birla Institute of Management... The scope of the project:
- Arrange the Basic Literacy Programme.
- Arrange the Skill development & life skill orientation program.
- Training and workshop on establishing micro-enterprises. **"Importance of Books in Our Lives"**
- 500 participants from various parts of the country and different walks of life and approximately 350 jail inmates were also present. imprisoned at **Central Jail Gwalior.**
- Workshop on **"Strategies for Transforming Libraries: Growing Trends & Technologies for Enhancing Teaching, Research and Lifelong Learning"**