



## KALYANI SHIRISH NAGRE

**Birth Date:** 8<sup>th</sup> February, 1992.

Plot No 32 Flat No 09 Sukhdham Apartment,

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### OBJECTIVE:

To work in the area of services, Business Development and Public relations in an Organization which will give me an opportunity to excel my skills and contribute to the organization

### PROFESSIONAL SUMMARY:

- Up to 2 years of experience in the field of marketing with reputed companies.
- Experience in the field of Business Development,
- To identify sources for improving company's relationship with media.
- Organizing successful Dealer meets, product launches, exhibitions, events, road shows, etc. shows, etc.
- Managing Store Sales Executives for higher sales productivity at retail outlets.
- Experience in handling public relation with re-sellers, vendors and Esteem Customers.

### EMPLOYMENT HISTORY:

#### ➤ **Tele Sales Executive/ Marketing Executive, Nspiresoft LLP. Pune, Maharashtra.**

**Apr. 2019 – Nov. 2019**

- Collecting the database of the customers.
- Calling the customers & visiting them.
- Understanding the need of the customers. (Interaction length 10 minutes per customer)
- Providing the relevant information to the customers.
- Closing the sales call.
- Achieving the sales targets. (Weekly 5 to 7 Leads Converted in and Forwarded to Business Head for final meeting.)
- Around 10-15 Esteem Clients Closed till now, through Given leads.

#### ➤ **Marketing Executive, Joshi Constrotech Pvt Ltd. Pune, Maharashtra**

**Jan. 2016 – Jul. 2017**

- Formulate, direct and coordinate marketing activities and policies to promote products and services.
- Identify, develop, or evaluate marketing strategy, based on knowledge of establishment objectives.
- Respond to requests for information from the media.
- Present drafts and ideas to clients.
- Measure and assess customer and employee satisfaction. Measure.
- Coordinate or participate in promotional activities or trade shows, working with developers, advertisers to market products.
- Maintaining daily work sheet.

**EDUCATION:**

- Mksss. Smt. Hiraben Nanavati Institute of Management and research for Women, Pune, Maharashtra.  
**MBA, Marketing Management, Jun. 2015 with CGPA 4.170.**
- Sir Parashurambhau College, Pune, Maharashtra.  
**Bachelor of Commerce, Jul. 2013 with Higher Second Class.**
- N M V Girls High School and Junior College, Pune, Maharashtra.  
**HSC, Jun. 2009 with 65.67%**
- N M V Girls High School and Junior College, Pune, Maharashtra  
**SSC, Jun. 2007 with 66.30%**

**ACADEMIC PROJECTS UNDERTAKEN:**

- Summer Internship Project- MBA 3<sup>rd</sup> SEM.
  - **Project Title** – Competitors analysis for Worth Engineering Pvt. Ltd with respect to domestic market Pune.
  - **Description -**
    1. Worked as trainee.
    2. In functional Areas like physical distribution process, Promotional activities for the company.
    3. **Duration:** 2 Months.
- **Dissertation Report On Sula Vineyards (Winter Project) .**

**PROFESSIONAL/SOFT SKILLS:**

- MS Excel 2019.
- MS Power point
- Lead Generation
- Telemarketing
- Inside Sales
- Adaptability and Flexibility
- Team Player
- Time Management

**LANGUAGE KNOWN:**

- English
- Marathi
- Hindi.

**Signature:**