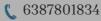
Meghna Shivhare



Shivharemeghna@gmail.com



I am a detail-oriented individual with a strong work ethic, want to begin my career in Finance domain i would like to work in collaborative environments and am dedicated to continuous learning and growth.

My academic foundation, combined with a strong aptitude for financial analysis and a drive for excellence, positions me as a dedicated and results-oriented professional eager to contribute to the success of your organization.

Experience

26 August -- 27 September

Savadika Retail Pvt. Ltd (Mango ,Bangalore)

(Business Development (Sales)

Lead Generation and Conversion:

- 1. Proactively identified and cultivated leads, resulting in a consistent and impressive weekly Lead Generation and Conversion:
- o Proactively identified and cultivated leads, resulting in a consistent and impressive weekly conversion rate exceeding 1,70,000.
- 2. Customer-Centric Approach:
- Tailored products and services to meet individual customer needs, ensuring high levels of satisfaction and fostering long-term client relationships.
- 3. Proficiency in Inventory Management:

Acquired valuable proficiency in inventory management, contributing to streamlined operations and minimizing stock shortages.

26 October -- 27 November

Arvind Retail Ltd

(Arrow, Bangalore) (Business Development (Sales)

- 1.Business Development and Sales Expertise:
- $\circ~$ Gained invaluable insights into the dynamic retail industry, acquiring a deep understanding of incentive structures and sales strategies.
- 2.Retail Operations and Customer Engagement:
- o Proficiently handled billing operations and adeptly applied promotional offers, enhancing the overall customer experience.
- 3. Financial Acumen:
- o Demonstrated a keen understanding of cost structures and profit margins, contributing to informed decision-making in sales and business development endeavors.

17 Januay-- 17 March

R.R Industries(Noida)

(Work from Home) (Marketing Trainee)

1.Market Research and Data Analysis:

Conducted comprehensive market research, utilizing data-driven insights to inform strategic decisions.

- $_{\circ}$ Proficiently created professional Power BI reports, translating complex data into actionable business intelligence.
- 2.Lead Generation and Collaboration:

Facilitated meetings between potential leads and the Sales Department Head, streamlining the sales process and fostering effective teamwork.

- 3. Professional Business Pitching:
- Developed expertise in delivering business pitches with professionalism and confidence, establishing positive client interactions and building trust with diverse clientele.

Skills

Hard Skill Soft Skill

- Accounting
 Financial Reporting
 Problem solving
- Analytical thinking

- MS Office
 - Power BI

- Adaptability
- Communication

- Graphic Designing
- Inventory Management

- Leadership
- Time management

- Lead
 Generation
- Report Writing

- Client
 Relationship
 Management
- · Team Work

Education

- Bachelor of Business Administration (BBA) in Finance
 - Jain University, Bangalore
 - Year of Passing: 2024
 - o Percentage: 76%
- 12th Standard (Senior Secondary)
 - o G.D. Goenka Public School
 - Year of Passing: 2020
 - o Board: CBSE
 - Percentage: 86%(Best Four: 90%)
- 10th Standard (Secondary)
 - R.K Education Centre
 - Year of Passing: 2018
 - Board: CBSE
 - o Percentage: 70%

Certificates

- Certificate of Acceptance and Publication (14/4/2023) (Research paper publication "A quantitative study on economic impact of E-Recycling) Volune
- Certificate of Linkedin Learning on "Inventory Management Foundations" (7/4/2023
- Certificate of Linkedin Learning on "Reading Corporate Financial Statement" (12/4/2023)

Projects

Product Launch Project (Company: F&F, Product: Modified Version of EcoATM):

• Spearheaded the successful launch of a new product within an established company, enhancing market presence and revenue streams.

Tata Product and Service Research Paper:

• Conducted extensive research and authored a comprehensive research paper focused on Tata's product and service offerings, showcasing analytical and research skills.

Market Survey of Startups Led by Women Workers:

• Conducted a detailed market survey, with a particular focus on startups led by female entrepreneurs, demonstrating a commitment to market research and an understanding of diversity in entrepreneurship.

Personal Details

Date of Birth: 13/06/2002 Gender: Female

Language Known : English/Hindi Hobbies : Watching Podcast, Travelling,

Cooking, Reading

Permanent Address: Awas Vikas, Banda(Uttar Pradesh) Present Address: Puzzles Hope House, Hosur main road ,Koramangala(Bangalore, Karnataka)

Marital Status : Single