

Meghna Shivhare



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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:

- 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:

- Gained invaluable insights into the dynamic retail industry, acquiring a deep understanding of incentive structures and sales strategies.

2.Retail Operations and Customer Engagement:

- Proficiently handled billing operations and adeptly applied promotional offers, enhancing the overall customer experience.

3.Financial Acumen:

- Demonstrated a keen understanding of cost structures and profit margins, contributing to informed decision-making in sales and business development endeavors.

17 January-- 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.

- 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
 - Percentage: 76%
- **12th Standard (Senior Secondary)**
 - G.D. Goenka Public School
 - Year of Passing: 2020
 - Board: CBSE
 - Percentage: 86%(Best Four: 90%)
- **10th Standard (Secondary)**
 - R.K Education Centre
 - Year of Passing: 2018
 - Board: CBSE
 - Percentage: 70%

Certificates

- Certificate of Acceptance and Publication (14/4/2023) (Research paper publication “A quantitative study on economic impact of E-Recycling) Volume
- 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