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| |  | | --- | | **SWATI BALGUHARE**  **Mobile number: +918287072953**  **Email Address: swati.balguhare16@gmail.com** | |  | | C:\Users\HP\Desktop\photo.jpg |
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| |  | | --- | | **Profile** | | |  |  | | --- | --- | | **Objective** | Seeking a position with an organization to take a challenging post where I can utilize analytical thinking and relevant expertise of Business Development(Channel Sales) and Corporate Sales functions and my proven services of working in Quality domain, capabilities for strategic development of targeting opportunities and then supporting the communication and delivery of those requirements with relevant clients so that I can make a difference in whatever I do and evolve as a valuable resource for the mutual growth and benefit of company and myself, which will enable me to continuously learn, create, innovate and simultaneously contribute to the short and long term goals of the organization effectively using technological & managerial skills. | | | |
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| |  | | --- | | **Educational Qualification** | | |  |  |  | | --- | --- | --- | |  |  |  | | **2009-2013** | **B.TECH(Electronics & Communication Engineering)**  School of Engineering and Technology,  Sharda University, Greater Noida, Uttar Pradesh | **7.02 (CGPA)** | | **2008-2009** | **Senior Secondary Examination - Class XII**  St. Anthony’s Sr. Sec. School  CBSE Board, Delhi | **82%** | | **2006-2007** | **Higher Secondary Examination - Class X**  St. Anthony’s Sr. Sec. School  CBSE Board, Delhi | **78.3%** | | | |
| |  | | --- | | **Summer Internship/ Industrial Training** | | |  |  | | --- | --- | | **DEFENCE R&D ORGANIZATION** | **01/06/2012 - 17/07/2012** | |  |  | | * Project on Methods For Measuring Noise Parameters * Equipments: Agilent Technologies PNA-X Network Analyzer, Vector Network Analyzer (VNA), DUT (Device Under Test) and Maury Noise Software. | | |  |  | | --- | | **Major Project** | | |  |  | | --- | --- | | **WIRELESS MOBILE CHARGER** |  | | Functional Objective - Charge the device without wire using inductive charging. |  | | **Concept -** Electromagnetic Induction i.e. when electric current passes through the wire, there is an electric field and magnetic field generated in the dielectric surrounding the conductor. An alternating current in the transmitter coil generates a magnetic field, which induces a voltage in the receiver coil. This voltage is then used to charge up the device | | |  |  | | --- | | **Work Experience** | | **Rostfrei Steels PVT LTD** (Engineering/Construction Industry)  **Sales Technical Engineer – International /** **Domestic Business Water Treatment Department**   * Market Research **08/04/2015 –** 31/07/2015 * Lead generation and channel sales * Brand Development * Coordination with back in department, design, accounts and project department * Preparing technical and commercial proposals * Meeting with consultants, EPC contractors, architects and Client * Account management * Team handling * Customer Relationship Management * Customer’s technical queries resolution  |  | | --- | | **MVS ENGINEERING LIMITED** (Oil & Gas Industry)  **Sales Engineer - Domestic Business Gas Generator Department**     * Market Research **01/07/2014 -** **07/04/2015** * Channel Sales, Corporate Sales & Government Sales * Brand Development * Sales coordination * Preparing presentation and technical quotation * Account management * Team handling * Tender filing * Attending exhibition in Delhi (NCR) region * Customer Relationship Management * Customer’s technical queries resolution   **SAMSUNG INDIA LIMITED**  **Graduate Engineer Trainee (Quality Engineer, Quality Dept.) 01/07/2013 - 30/06/2014**   * Quality check of PBA (Printed Board Assembly) * Visual Inspection * Function Test * Analyzing collected data * Customer Relationship Management * Report formation | | | |
| |  | | --- | | **Core Competencies** | | |  |  | | --- | --- | | |  | | --- | | * Strong numerical, interpretative, analytical and diagnostic skills * Able to deal effectively with unclear situations and short time frames * Proficient in Excel * Expert user of Power Point * Administrative & Diplomatic skills * Multitasking | | |  |  | | --- | | **Accomplishments** | | * **Coordinator of Training & Placement Dept., S.E.T, Sharda University.** * Coordinated successfully with more than **40 companies at CAMPUS PLACEMENT** Drives. * **Winner** in Smart Quiz at school level. * Secured 1st position in various other Co-Curricular Activities at school level (like dance competition, badminton, throwball etc.) * Participated in Young Scientist Talent Test-2006 * Passed Jr. National Talent Search Examination (2004). | | |
| |  | | --- | | **Personality Traits** | | |  |  | | --- | --- | | |  | | --- | | * Ability to assume responsibility and perform with little or no supervision. * Adherence to confidentiality principles. * Good judgment, initiative, commitment and resourcefulness. * Ability to adapt and quickly adjust to change * Ability to work in fast paced environment * Ability to work with Cross-Functional teams * Highest order of communication skills and team approach – Willingness to work in cooperation and collaboration. | | |  |  | | --- | | **Skill Set and Interests** | | * Analytical Assessment * Building Consensus * Collaboration * Communication * Decision Making * Documentation * Facilitating Meetings * Research |  |  | | --- | | **Personal Details** | | * **Date of birth :**  August 16, 1990 * **Mobile Number:** +918287072953 * **Alternate Email Id :** mediatdsway@gmail.com * **Nationality :** INDIAN * **Languages**: Proficient in English and Hindi * **Permanent Address:** H.No 126 Masjid Moth Near South Extension Part-2 , New Delhi-110049 | | |
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**DECLARATION:**

**I hereby declare that the details provided by me in this resume are correct and I have knowingly not omitted/ misrepresented any information. I am aware that the company can use this data for verification purposes and any material inconsistency identified between the details shared above versus actual information would have a bearing on my employment, based upon company policies.**

**Swati Balguhare Date: 27/08/2015**