**PURVI KHARE** A-123 Assotech The Nest

[**purvi.khare0@gmail.com**](mailto:purvi.khare0@gmail.com) Crossing Republic Ghaziabad

**9555942658** Pincode:201009

**Objective:** To be associated with a progressive organization that would give me scope to apply my knowledge and skills and to be in a challenging role in IT field.

**Professional Summary:**

* B.Tech(Information Technology) with around 3 Years of Professional experience in providing the IT Services and its applications.
* Technical Expertise in Monitoring market Intelligence within the industry in terms of market development, new projects, competitive activity, new customers etc.
* Adept in analysing information Client needs, evaluating end-client requirements, sound knowledge of different domains.
* An effective communicator with excellent analytical / logical skills and ability to relate to the people at any level of the business and management.
* Quick learner & excellent team player, ability to meet tight deadlines.
* Performed the role of Business Development Executive and win certain applauds within short period.

**Educational Qualifications:**

* **Persuing Executive MBA in Business Developent from IIM Lucknow (2014-15)**
* Completed B Tech (Information Technology) with 71% from S.G.I.T College Ghaziabad (UPTU University), 2012.
* Completed 12th from K.N.I.C.E (C.B.S.E Board) with 71% in 2008.
* Completed 10th from Stella Maris Convent (C.B.S.E Board) 77% in 2006.

**Technical Skills:**

Tools Worked upon : Visual studio 2008.

Languages : C#, ASP.Net.

Database : SQL Server 2005,

Packages : MS Office,

Scripting : HTML, CSS, JavaScript

Operating Systems : Windows XP,Windows 7

**Professional Experience**

**Wildnet Technologies July 2015-Present**

**Sr. Business Consultant**

**Responsibilities:**

* Exposure to Selling Digital Marketing Services Into International Market,Generate Business in SEO/SMO/Web Development , Mobile Application Services.
* Meet potential clients by growing, maintaining, and leveraging your network.
* Identify potential clients, and the decision makers within the client organization.
* Building Client Relations.
* Work with team to develop proposals that speaks to the client’s needs, concerns, and objectives.
* Use a variety of styles to persuade or negotiate appropriately.
* Client Retention:Present new products and services and enhance existing relationships.

**Management and Research**

* Submit weekly progress reports and ensure data is accurate.
* Ensure that data is accurately entered and managed within the company’s CRM or other sales management system.
* Forecast sales targets and ensure they are met by the team.

**Solutions Infini Technologies India Pvt Ltd Nov 2014 – June 2015**

**Business Development Executive**

**Responsibilities:**

**Operational Role:**

* Sales & Marketing
* Responsible for achieving sales target
* Defining the exact marketing processes and responsible for executing the same
* Developing relevant business proposals
* Handling meeting with key clients
* Got Excellence for **Best Seller Award** for **Existing Business .**

**Organisational Role:**

* To enhance organizational effectiveness through setting up appropriate marketing strategies.
* Consistent follow-through and resourcefulness, in order to achieve organizational goals and objectives.

**Strategic Role:**

* Identifying prospective large enterprises in the region to sell our solutions and reaching out to them through sales calls.
* Provide strategic insight on Pricing, Marketing, Creative Ideas, and Product Development.

**Compunnel Technologies India Pvt Ltd Noida April 2013-Nov 2014**

**Technical Recruiter**

**U.S.A Staffing**

**Responsibilities:**

* Innovative HR professional with 1.6 years experience as a **Technical Recruiter**.
* Sourcing, full cycle recruiting, staffing management, maximizing corporate performance with HR business partner generalist strategies.
* Diversity and inclusion and expert candidate sourcing, cold calling, social networking, management .
* Got excellence as a **“RISING STAR”** award for this quarter.
* Driven **headhunter** for Executive Search client consultant in organizational development, staffing and strategic planning.
* Working for the **Telecom domain client** like Tech-Mehindra,Wipro,AT&T,Verizon.

**It Waves Solution, Gr.Noida as SE Aug 2012-March 2013**

**Trainee Sotware Engineer**

**Home Zone**

**Description**:Home Zone is web portal for e-shopping,it sells all type of households goods and daily

requirement products online.

**Responsibilities:**

* Review of Software requirements specification.
* Design and Development as per the requirements.
* Design and Implementation of New Enhancements as per the market requirement
* Involving in the Unit and Integration testing of the product.

**Environment:**VB, C#, Asp.net,Css,javascript.

**Personal Proforma:**

Name : Purvi Khare

Father’s Name : Mr. Anand Prakash Khare

Nationality : Indian

Marital Status :Single

Languages Known : English, Hindi

Permanent Address : H.No 705 Paltan Bazar

Sultanpur(U.P)

Email : purvi.khare0@gmail.com

**DECLARATION**

I solemnly declare that the information furnished above is true to my knowledge.

***(Purvi Khare)***