

SAUNDARYA PANSE

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Passionate and experienced Business Development Executive with 2.5 years of professional experience, looking for Leadership, Public speaking & expertise in the Engineering Industry to deliver values which meets the business needs.

EXPERIENCE

· INTERNATIONAL- INSIDE SALES EXECUTIVE

NEOSOFT TECHNOLOGIES, MUMBAI

SEPT 2019 – TILL DATE

Communicating with customers, making outbound calls to potential customers, and following up on leads. Understanding customers' needs and identifying sales opportunities.

Targeted Region: **UAE, Germany, UK and Europe Region**

· BUSINESS DEVELOPMENT EXECUTIVE

IDEAMAGIX, THANE

JULY '19 – SEPT '19

Identify new trends in digital marketing, evaluate new technologies and ensure the brand is at the forefront of industry developments, particularly developments in mobile marketing. Plan and manage our social media platforms.

· BUSINESS DEVELOPMENT EXECUTIVE

MARCUS ENGINEERS, NAVI MUMBAI

FEB '18 – MARCH '19

Developing sales goals for the team and ensuring they are meeting. Training personnel and helping team members develop their skills.

EDUCATION

2014- 2017

BE - ELECTRONICS AND TELECOMMUNICATION,

PILLAI HOC COLLEGE OF ENGINEERING, PANVEL SHANTINIKETAN COLLEGE OF ENGINEERING, PANVEL FIRST CLASS

2011- 2013

DIPLOMA - ELECTRONICS AND TELECOMMUNICATION,

SHANTINIKETAN COLLEGE OF ENGINEERING, PANVEL FIRST CLASS

SKILLS

- Communication
- Negotiation and persuasion
- Problem solving
- Management Skills
- Decision Making
- Interpersonal Skills
- Perseverance and motivation

ACTIVITIES

Trekking, Cycling and Basketball

ACHIEVEMENTS

- IELTS Certified with 6 Pointers
- Internship- Central Railways.Mumbai
- MTNL,Mumbai.Thane,Mumbai.
- RK2CustomsProjectWork.Dombivali,Mumbai.

I hereby declare that all the information contained in this resume is in accordance with facts or truths to my knowledge.

Saundarya Panse
M- 8850399398