

RESUME

Pratibha Jadhav- Bansode

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Address for Correspondence:

C/O-Sadashaiv Ananada Mane, Road -13, SR No-55/2,
Dhanori Rd, Bhairavnagar, Vishrantwadi, Pune-411014

Professional Experience

Currently working in **ALCOR Mergers and Acquisition Pvt. Ltd.** as **Senior Business Associate** (Pre Sales and support activities) since 1st August 2011.

Role & responsibilities:

1. Cold calling and lead generation
2. Research SME database from various search engines
3. Handling sales queries from customers
4. Coordinating with European and Indian Clients
5. Revenue projection
6. Arranging appointment for Vice President and Sales team.
7. Formulating the sales team schedule on weekly basis
8. Follow up after sales call till the deal ends.
9. Building a proposal in Excel sheet of Indian client of
10. Formulating the scrutinized report of North, East and south region's Sales Coordinator's report on weekly basis
11. Market research
12. Preparing the sales report on daily, weekly and monthly basis and updating MIS.
13. Working on CRM software
14. Handling Team of Executive Telesales

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15. Handling Team of Executive Telesales

Reporting to: Vice president (Asia & Europe).

Last experience :

- 3 years experience in WORBUS Management Consultants as Business Analyst **(April 2008-August 2011)**
- 6 Months experience in Dolphin Customer Support as a **Sales Coordinator.(Sep 2007-Mar-2008)**

Achievement

Last experience :

1. Rewarded by WORBUS the **STAR PERFORMER OF THE QUARTER twice.**
2. Developed the skills of research analyst
3. Rewarded by ALCOR as a **BEST TEAM PLAYER**

Educational Qualification:

Qualification	Board / university	Year of Passing	Percentage	Class
B.Com.	2006	Ashoknagar College.	51.50%	2 nd
H.S.C.	2002	Raobahadur Narayan Borawake College	60.83%	1 st
S.S.C	2000	Smt J.A.Kannya Vidyalaya	60.00%	1 st

Technical Experience and Proficiency:

- Windows XP – Windows 98
- Operating System- MS Office, (Excel, word, power point, front page)
- Software: Sugar CRM, Gainetex, Sales force, Tally 7.2

Personal Information

Name:	Pratibha Vilas Jadhav-Bansode
D.O.B:	4 May 1986
Permanent Address:	AT post-Nipaniwadgaon,Taluka-Shrirampur, Dist-Ahmadnager
Phone No:	7745880265
Nationality:	Indian.
Martial Status:	Married.
Languages Known:	Hindi, English, Marathi.

