

Rina Bandre

Email ID: rina4bandre@gmail.com

Contact No.: +91 95038 84659

LinkedIn Profile: www.linkedin.com/in/rinabandre

Current Location: Nagpur


Total Exp.: 3.5 Years



My Objective -

I aspire to be a part of such an organization where I can utilize my skills & knowledge and pursue my further career in BI(Business Intelligence), Market Research, and Data Analysis while fulfilling organization goals.

Skills:-

- Data Visualization with Microsoft Power BI 
- Data Modeling
- Power Query, Power Q&A
- Learning Power BI DAX functions
- Market Research
- Proposal Writing Skills
- Strong follow-ups skills
- Identify Business Opportunities on LinkedIn
- Client Communication (eMail / Call / Messages)
- B2B Leads Pipeline Management using Zoho CRM
- LinkedIn Boolean Searches
- Organic LinkedIn Lead Generation & Sales Navigator
- Email Marketing using MailChimp
- WhatsApp Marketing with free tools
- Data Mining including Names, companies, email and phone numbers
- IT sales - Custom Web Development, Manpower Outsourcing/Staff augmentation(Contract basis), SEO & Social Media Marketing - Organic & Paid Ads(PPC)

Tools/Platform known:-

- Data Visualization - Microsoft Power BI 
- LinkedIn, LinkedIn Sales Navigator
- Email Marketing - MailChimp, Hubspot, Sendinblue
- Bulk WhatsApp Marketing - Free Tools
- Client Management - Zoho CRM
- Microsoft office - Word, Excel, PowerPoint

Certifications:-

- ★ Data Visualization With Power BI
 - Great Learning Academy
- ★ Power BI
 - SkillUp by Simplilearn
- ★ LinkedIn 5-day workshop by Growth School, Mumbai, Maharashtra
 - Trainer - Vaibhav Sisinty

Experience:-

1. Inbase Technologies Pvt. Ltd. Nagpur

April 2021 - PRESENT

Job Title: Business Development Executive

- Identify the Indian or overseas prospects/leads, B2B lead generation, gather their requirements
- In coordination with the analyst team, analyze the scope of the project, propose a suitable quote, negotiate price structure, define milestones, and provide a solution which meets the client requirements and satisfaction.
- With the submission of a proposal, strong follow up via email, messages, calls with possible communication channels for the closure of deals
- Maintain leads in CRM, their status, previous conversation to approach them for future sales and make positive business relationships with the client
- Use LinkedIn, Facebook for prospecting leads and identify new avenue for lead generation according to the services
- Market research, email marketing, data mining for new prospects, handle social media leads
- Prepare a proposal, work order, invoice, estimates and other required documents.

- Experience in business development for developing technical solutions to business problems to advance company portfolio/services.
- Expertise in analyzing and documenting client requirements and suggesting the proven and effective business solution.
- Proven experience in managing requirements at the project level.

2. Cryptex Technologies Pvt. Ltd. Nagpur

Feb 2019 - March 2021 : 2 years

Job Title: Business Development Executive

3. Dhandhaniah Infotech, Nagpur

Nov 2017 - May 2018 : 6 Months

Job Title: Quality Control Analyst

- Worked on data processing(estimate/invoice) of property preservation and managed interaction with the clients
- Coordinated with senior members in the team on new process changes and process execution.
- Responsibilities were to check the quality of US-based properties whether it is matching with the required parameters or not.
- Conducted data review and followed standard practices to find solutions.

Education:-

Shri Sant Gajanan Maharaj College Of Engineering, Shegaon

2013 - 2017 : Electrical(Electronics and Power) Engineering

Score: 8.4 CGPA

New English Junior College, Warud

2012 - 2013 : HSC, Science

Score: 75.33%

Nanasaheb Karale Highschool, Ganeshpur

2010 - 2011 : SSC

Score: 84.00%

Academic Projects:-

- This project is implemented at Yash enterprises at Khamgaon where enhancement of Pears soap is done. For cutting or chamfering the sharp edges of Pears soap, they used to do it manually which causes the delay and loss in quality.
- We made this process automated by using mechanical and electrical concepts. We used Allen Bradley PLC, sensors, mechanical model, and other devices and completed this project successfully.

Personal Profile:-

- Father Name: Mr. Suresh Bandre
- Mother Name: Mrs. Suman Bandre
- Date of Birth: 4th May 1996
- Gender: Female
- Nationality: Indian
- Marital Status: Single
- Language: Hindi, English and Marathi
- Hobbies: Singing, reading books, watching movies
- Strength: Self-discipline & well organized
- Permanent Address: Plot no.142, ward no.2, Ganeshpur, Ta.Warud, Dist.Amravati, Maharashtra-444906, India

Declaration:-

I do hereby declare that the above-mentioned particulars are true to the best of my knowledge and belief.

Date:

Rina Bandre