



PRADNYA KUMAR

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Objective:

To seek challenging career in a company, where I can apply my experience and knowledge, Acquire skills & work closely with a team of highly experienced professionals. I have the ability to learn fast and adapt to the changes and new environment. To grow by considering in managing and supporting an environment that aims at achieving optimization of resources, promotes healthy professional work culture.

Academics

Bachelor of Commerce (2003), Osmania University, Hyderabad, India.

Additional Qualification

- Completed Global Accountancy.
- Pursuing CFP (Certified Financial Planner) with key focus in following areas.
- Risk Analyses and Insurance
- Retirement Planning
- Investment Planning
- Taxation & Estate Planning
- Advanced Financial Planning

Key Skills:

- Languages Known: English, Hindi, Telugu, Marathi and Kannada.
- Proficiency in filing Income Tax, VAT Act (Value Added Tax Act) and Central Exercise.
- Proficiency in Computerized Accountancy (Tally).
- MS Office

Experience:

Olive Technologies Fzc SAIF Zone Sharjah working since November 2019 till date.

Job Profile: IT Sales Coordinator.

Summary: Skilled Marketing Professional focused on exceeding revenue goals, driving new user acquisition and managing B2B campaigns.

Outline: Responsible for Sales, Administration and Processing of all IT enquiries for HRMS Software.

Key Responsibilities

- 1. Providing customer sales on the suite of HRMS Software, Time Attendance and Performance management systems.
- 2. Networking with existing clients to provide Upsell and Cross sell opportunities.
- 3. Cold calling potential clients, building relation and generating new accounts.
- 4. Held Presentations to educate clients in HRMS Software and generate Sales appointments.
- 5. Negotiated payment plans with clients to close sales and increase profit margins.
- 6. Working to and exceeding challenging monthly targets.

Ochre's Media Pvt Ltd worked from Jan 2018 till 15th Feb 2019.

Job Profile: Digital marketing product associate.

Summary: Skilled Marketing Professional focused on exceeding revenue goals, driving new user acquisition and managing B2B campaigns.

Responsibilities:

Responsible for identifying and calling B2B companies catering to Industrial automation sector (industry specific) and get the companies on board for paid services.

Account Management:

Maintain multiple marketing - integrated client accounts and do CRM Activities.

Establish and achieve growth plans for individual accounts and personally manage account calls presentations and negotiations.

Client services and relations: Provide superior services to clients by following up on all sales and by effectively responding to requests and inquiries suggestions and /or concerns. Conceptualize develop and present innovative digital marketing strategies to increase sales and profitability.

Swift Solutions Pvt Ltd worked from July 2011 till April 2015

Job Profile: Tele Sales Associate

- Basic job was to make outbound calls and sell different products as per the process requirement.
- Worked for different process like (AT&T, Sprint, Mortgage and Simple Credit).
- Consistently achieve targets of 1 SPH.
- Performing credit checks and handling escalation calls.
- Conduct training for new joiners on taking live calls using production tools.

Responsibilities:

- Worked on AT&T process which provided mobile services to customers in USA.
- Primary responsibility was to make was to make outbound calls to achieve sales targets.
- Managing customer service related issues and escalations as well.
- Co-coordinating with Credit *Bureau* for customer scores and Verifying eligibility.
- Involved in regular training of new joiners.

Venus Cybertech Pvt Ltd worked from Dec 2005 till 2010

Job Profile: Business Development Trainee

- Establish and cultivate relationships with prospective clients

- Responsible for marketing and business development activities
- Develop sales proposals after understanding prospective client needs
- Creating strong relationships through having face-to-face meetings with existing clients in order to identify future opportunities Achieve targets every month
- Identified potential business strategy for the organization and presented the data to the top management
- Redesigned the company's website to be impactful online

Academics

Bachelor of Commerce (2003), Osmania University, Hyderabad, India

Personal Profile

Marital Status: Married

Visa Status: Husband Sponsor Visa

Date:

Place: