

CURRICULUM VITAE

Name:- Sarita Babunandan Jaiswar

Cell and Alt. Cell No ☎:- 7039915536

E-Mail ✉

saritajaiswar1029@gmail.com

Career Objective ▼

To be professionally associated with an esteemed organization with an objective to accept the challenges and utilize my efforts more meaningfully in the sphere of and work hard towards achieving the goals of the organization as well as growth of my career to the optimum level.

Education Qualification ▼

❖ **S.S.C- 2010**

Percentage: 62 %

Board: Maharashtra Board

School: Kamarajar Memorial English High School & Jr. College

❖ **H.S.C- 2015**

Percentage: 49 %

Board: Maharashtra Board

College: Dr. Ambedkar College of Commerce and Economics

❖ **BSC IT - 2018**

Percentage: 54%

University: Mumbai University

College: Dr. Ambedkar College of Commerce and Economics

Business Exposure ▼

Lauren Information Technologies Pvt Ltd
Working Reported to: BD Head–Cloud

Period: 25th July 2018 -1st September 2020
Role: Executive - Cloud

Duties and Responsibilities

Inside Sales

- Tracking and maintaining of renewals for new and old accounts on partner portal
- Responsible to maintain and keep a tracker of the pipeline on Salesforce CRM

- Responsible to pitch cloud portfolio and company portfolio to create opportunities actively on call.
- Effectively work towards the new partner acquisition for Lauren.

Digital Marketing

- Closely work with the marketing team to prepare EDMs for the old and newly launched schemes, products and OEM's.
- Create email marketing campaigns to promote products or services.
- Ensure marketing message is conveyed clearly and delivered properly to prospects.
- Monitoring the success of Email Campaigns through media analytics, KPIs, and dashboards.
- Ensure messages are sent in proper form and template.

Cloud Operations

- Generating monthly, quarterly report of AWS Cloud Usage.
- Creation and Deletion of cloud accounts on Distributor's Portal (Redington, Ingram, etc).
- Managed AWS EDP Customers.
- Intermediate Excel skills (Pivot Tables, VLookups).

Synergetics IT Services India Pvt Ltd 14th Nov 2016 to 18th Aug 2017
Operations Executive - Inside Sales (Cloud Services)

Reported to : VP -

Project Name – Microsoft Azure and SMAC Event

Duties and Responsibilities

- Cold Callings and Create accounts to meet revenue targets.
- Analyzing the requirements of clients, their pre-requisites and objectives.
- Develop and execute against a strategic plan that leads to the creation and maintenance of a robust sales pipeline.
- Including opportunities in existing accounts as well as driving net new business in untapped customers.
- Attending Enquiry calls.
- Generating leads from daily enquiries and telephonic follow-up calls.
- Managed a high-volume workload within a deadline-driven environment.
- Calling the clients and ask for their requirements.
- Co-ordinating the execution of the training feedback and related activities.

Achievements ▼

- Appreciation Award for preparing a comprehensive database analysis the database progress quite succinctly.
- Won 2 Gold Medals at Mumbai District Level in Kickboxing.
- Won 2 Gold Medals at State Level of Maharashtra in Kickboxing.
- AWS Business Professional Certified (Digital)
- AWS Solutions Training for Partners: Migrating to AWS Certified
- AWS Cloud Economics Certified

Computer Knowledge ▼

- Microsoft Office – MS Word, MS Excel

Hobbies And Interest ▼

- Browsing
- Listening to music

Personal Strengths ▼

- 1) Ability to work in and with team.
- 2) Good decision maker, self-motivation and leadership.
- 3) Ability to handle tasks independently.
- 4) Good Communication Skills
- 5) Deep interest in learning and working.

Personal Information ▼

NAME	Sarita Babunandan Jaiswar
E-Mail ✉	saritajaiswar1029@gmail.com
PERMANENT ADDRESS	Room No – 87/7/8 , Shiv Shakti Nagar ,90 feet cross road, Sion Dharavi , Mumbai-400017.
DATE OF BIRTH	11/11/1995
NATIONALITY	Indian
SEX	Female
MARITAL STATUS	Single
LANGUAGES KNOWN	English, Hindi, Marathi and Tamil

Declaration ▼

I hereby declare that the information furnished above is true to the best of my knowledge and belief.

Yours sincerely,
Sarita B. Jaiswar