Sakshi Shirode

CONTACT
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Location: Nashik, Maharashtra

SKILLS

Communication
MS Office Suite
Team Work
Problem Solving
Punctuality
Customer Service
Decision Making
Management

LANGUAGES

English
Hindi
Marathi

KNOWING TOOLS

Sales Navigator
Lusha
ZoomInfo
Leads Squared
Ameyo

OBJECTIVE

To enhance my knowledge and applying my learnings and skills to grow with Organizational needs.

WORK EXPERIENCE

Assosiate - Pre Sales
Byjus | Bangalore
Feb2022 - Aug2022
Engage in all stages of Pre-sales lifecycle (suspect) for discovery calls, pre-bid demos.
b)Generate interest in counseling sessions for BYJU'S classes. Being a trusted advisor to the customer's decision-makers by establishing credibility and expertise in technology / architecture, market analysis and integrated solution offerings.
d) Setting up scheduled Demos or Online meetings of prospects with our Academic Counselor.

Executive - User Engagement
Whitehat Jr | Mumbai
Aug2021 - Oct2021

- Call and engage with potential customers
- Pitch the Whitehat Jr value proposition to the user
- Book a trial class for the interested users
- Follow up or resolve any issues for the user is facing to complete the trial class

Pre Sales Intern
Whitehat jr | Mumbai
May2021 - July2021

- Call and engage with potential customers
- Book a trial class for the interested users

EDUCATION

- **Graduation**

Sandip University, Nashik
BSc Computer Science, 2021
-Graduated with Computer Science
-Aggregate CGPA 7.84

- **Higher Secondary School (HSC)**

Maharashtra State Board, 2018
-Completed HSC in Science Stream with IT

- **Secondary Education (SSC)**

Maharashtra State Board, 2016