

## SANSKRUTI LAXMAN SHINDE

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📍 Khopoli, Maharashtra

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## PROFESSIONAL SUMMARY

Motivated and results-driven graduate with experience in inside sales and a strong foundation in computer science. Skilled in client communication, lead generation, and software demonstrations. Passionate about technology, data analysis, and delivering effective business solutions.

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## WORK EXPERIENCE

### Inside Sales Executive

Inventeam Solutions Pvt. Ltd., Thane

Current – Joined in June 2025

- Conduct cold calling and email outreach to generate leads and engage potential clients
- Demonstrate software solutions via Microsoft Teams, explaining features and benefits
- Collaborate with TATA Business Services to present IT products and services
- Assist clients in selecting suitable IT solutions based on business needs
- Manage order entry, processing, and coordination for timely delivery
- Maintain strong client communication for sales closure and post-sales support

### Python Programming Intern

App Tech, Panvel

3 Months

- Developed a Billing Receipt Generator for a payment website using Python
  - Gained hands-on experience in software development and problem-solving
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## EDUCATION

### Master of Computer Applications (MCA) (Pursuing)

IBSAR College, Karjat

### B.Sc. Computer Science (BCS)

Chhatrapati Shivaji Maharaj University, Navi Mumbai

CGPA: 8.00 (Sep 2022 – June 2025)

### HSC (Science) – 53%

Aanand Jr. College, Khopoli

**SSC** – 83%  
JCMM School, Khopoli

**MS-CIT** – 90%  
Omkar Computers, Khopoli

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## **CERTIFICATIONS**

- Data Analyst Course – Ira Edu Tech (6 Months)
  - Java Programming – Great Learning Academy
  - Software Project Management – Alison
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## **SKILLS**

- Data Analysis
  - Project Management
  - Communication Skills
  - Problem Solving
  - Organization & Time Management
  - Sales & Client Handling
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## **PROJECT**

### **Billing Receipt Generator (Python)**

- Developed a billing system for generating payment receipts
  - Focused on accuracy, usability, and automation of billing processes
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## **ADDITIONAL STRENGTHS**

- Strong interpersonal and presentation skills
- Ability to adapt quickly and learn new technologies
- Team collaboration and customer-focused approach