

CURRICULUM VITAE

YASMIN BEPARI

Business Development Advisor



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Professional Summary

I have a clear, logical mindset with a practical approach in problem-solving and a drive to see things through completion. I hold 2 years of experience in managing and leading teams across India as business development advisor and a networker. And also carry 2 years of experience as an executive accountant. I am eager to learn, I enjoy overcoming challenges, and I have a genuine interest in business management and making organization successful.

Highlights

- Presentation Skill
- Business Development and Planning
- Prospecting
- Key Relationship Building
- Training Proficiency
- Decision Making
- Team Work
- Public Speaking
- Sales and Marketing
- Social Media Advertising

Work History

BUSINESS DEVELOPMENT ADVISOR, 05/2021- current

Thamesbay Marketing LLP- Kerala, Tamil Naidu, Goa, Bangalore, Gujarat, Delhi, Bihar, North East, UAE and UK.

- Arranged business development meetings with prospective clients.
- Maintaining healthy relationship with key stakeholders for growth opportunities and successful partnership.
- Providing training and development program to team partners to generate maximum sales and increase profit level.
- Successfully identified emerging trends and implemented for business expansion on our end.
- Planning, supervising and coordinating daily activities with core leaders of different areas and locations.
- Developed and implemented strategic business plans and marketing strategies.
- Ensuring that new clients will grow into a loyal customer base in a specialist niche market by implementing a new planning program.
- Generating new leads from social media to expand the business across India and internationally.

EXECUTIVE ACCOUNTANT, 12/2018- 02/2020

Saif & Company, Vasco-Da-Gama, Goa

- Reached out to customers to offer wide range of services and products in order to drive sales growth.
- Built and strengthened relationships with new and existing accounts to drive revenue growth.
- Prepared forecasts to gain understanding of measures needed to grow business.

ASSISTANT ACCOUNTANT, 06/2018- 11/2018

J K Cargo care, Vasco-Da-Gama, Goa

- Monitored status of accounts receivable and payable to facilitate prompt processing.
- Reviewed general ledger entries and assessed accuracy.
- Assisted with monthly and quarterly income statements, balance sheets and cash flow reports to inform decision-makers.

MASTER OF COMMERCE, Accounting and Finance

Goa University, Taleigao Plateau Goa, 06/2016 – 07/2018

- Graduation with Distinction: 74.70%, Year 2018
- Dissertation: Introduction of Agricultural Sector in Goa's Economic Development.
- Internship training in Finance and Human Resource Department, Caculo Earthmover's Pvt Ltd JCB in year 2017.

BACHELOR OF COMMERCE, Commerce

M.E.S College of Arts and Commerce, Zuarinagar Goa, 06/2013 – 05/2016

- Graduation with Distinction: 73.71%, Year 2016
- Dissertation: Agriculture: An Engine for The Economic Growth of BRICS Countries.

HIGHER SECONDARY, Commerce

Deepvihar Higher Secondary School, Headland Sada Goa 06/2011 – 05/2013

- First attempt with Distinction: 76.16%. Year 2013

S.S.C

Anjuman Himayatul Islam High School, Islampur Baina Goa 06/2000 – 05/2011

- First attempt with Distinction: 73.33%, Year 2011

Education

Languages

English, Hindi, and Konkani

Declaration

I hereby declare that the above information is correct to the best of my Knowledge & I solely am responsible for any discrepancy found in them.

Place: Goa.

YASMIN BEPARI