

ROLL NUMBER: P25700046**Sweety Dilip Dalvi**

Female

DOB

11-Dec-2001

TECHNICAL SKILLS

- AutoCAD
- MS Office
- MS Project
- Revit

PERMANENT ADDRESS

Sr. No. 56/5, Samarth Nagar, Near
Old Kharadi Jakat Naka, Kharadi
City: Pune
State: Maharashtra
Pincode: 411014

LANGUAGE

- ENGLISH
- HINDI
- MARATHI

SUMMARY OF QUALIFICATION

Course / Programme	Board / University Name	CGPA/ (%)	Passing Year
MBA-ACM	NICMAR University, Pune	8.59	2027
Graduation	DHOLE PATIL COLLEGE OF ENGINEERING, PUNE, MAHARASHTRA	73.07	2023-May
Diploma	CUSROW WADIA INSTITUTE OF TECHNOLOGY, PUNE, MAHARASHTRA	84.38	2020-May
High School	PUNE, MAHARASHTRA	86.6	2017-Mar

WORK EXPERIENCE (1 Year 11 Months)**iResearch Services**

25-Jul-2023 - 19-Jun-2025

1 Years, 10 Months, 25 Days**PROFILE:** Associate

- Generated high-quality business leads for technology, finance, and professional services clients by consistently meeting targets and KPIs.
- Conducted structured client outreach to support appointment setting and sales pipeline development.
- Managed lead generation campaigns, including planning, prioritization, progress tracking, and timely execution.
- Applied region-specific targeting strategies to ensure accurate global prospect coverage and compliance.
- Maintained organized CRM records of outreach activities, interactions, and follow-ups for effective tracking.
- Collaborated with cross-functional teams to ensure smooth execution and alignment with business objectives.
- Delivered accurate, high-quality outcomes while consistently meeting performance benchmarks.

INTERNSHIP / PROFESSIONAL TRAINING (Total Duration: 4 Weeks)**Guru Construction**

03-May-2022 - 03-Jun-2022

4 Weeks**PROFILE:** Intern

- Assisted in on-site construction activities while ensuring compliance with safety regulations and quality standards.
- Gained hands-on experience in Reinforced Cement Concrete (RCC) works, including formwork, reinforcement placement, and concreting operations.
- Supported preparation and review of architectural and construction drawings using AutoCAD.
- Coordinated with senior engineers and site supervisors to track project progress and maintain site documentation.
- Developed exposure to project planning, cost estimation, and resource management practices.
- Monitored daily site activities and prepared progress updates for site engineers.