

ROLL NUMBER: P25700125


**Ms. Shraddha Subhash
Watade**
Female

DOB

06-Aug-2000

TECHNICAL SKILLS

- AutoCAD
- MS Office
- MS Project
- Primavera
- Lean 6 Sigma Green Belt

PERMANENT ADDRESS

R.C.F. Colony,_x000D_ Type 3B,
 Bldg No. 36, Room No. 408,
 Landmark R.C.F. Sports Complex,
 x000D Chembur, Mumbai 400074.
 City: Mumbai Suburban
 State: Maharashtra
 Pincode: 400074

LANGUAGE

- MARATHI
- ENGLISH
- HINDI

SUMMARY OF QUALIFICATION

Course / Programme	Board / University Name	CGPA/ (%)	Passing Year
MBA-ACM	NICMAR University, Pune	7.74	2027
B.E. <i>Civil Engineering</i>	UNIVERSITY OF MUMBAI	73.52	2022-Aug
Diploma	GOVERNMENT POLYTECHNIC MUMBAI	73.93	2019-Jun
High School	MAHARASHTRA STATE BOARD OF SECONDARY AND HIGHER SECONDARY EDUCATION, PUNE	78.4	2016-Mar

TOTAL WORK EXPERIENCE: 18 month(s)
Geeta Enterprises

04-Jan-2024 - 30-Jun-2025

1 Years, 5 Months, 26 Days
PROFILE: Civil Engineer

- Coordinated multidisciplinary stakeholders across civil, mechanical, electrical, and hydraulic functions to maintain **customer-focused project workflows** and service continuity.
- Converted technical and operational information into structured documentation, strengthening **commercial communication and decision support**.
- Coordinated infrastructure requirements and execution information to maintain **account-level issue visibility** and response coordination.
- Used **Excel** for resource planning, activity tracking and performance monitoring, creating structured inputs for planning decisions.
- Maintained inspection, quality and compliance information to strengthen **client-facing documentation, reliability and relationship continuity**.
- Analyzed equipment and infrastructure performance through **CMMS/SCADA** to identify requirements, recurring issues and service-improvement opportunities.
- Conducted risk assessments, safety audits and compliance checks, enabling structured **issue management and corrective-action follow-up**.
- Coordinated information among technical stakeholders to improve **requirement clarity, response time and workflow execution**.
- Developed construction-industry understanding relevant to **B2B solution selling and account development**.
- Applied structured follow-up and stakeholder coordination to strengthen **relationship management, opportunity identification and service continuity**.

INTERNSHIP / PROFESSIONAL TRAINING (Total Duration: 59 Weeks)
A K Associates Engineer & Contractors

03-Oct-2022 - 29-Sep-2023

51 Weeks
PROFILE: Civil Engineer

- Coordinated project and infrastructure workflows to build practical understanding of **customer requirements, project execution, and business opportunities**.

- Maintained project records, inspection information and technical documentation to improve **information accuracy, traceability and stakeholder communication**.
- Analyzed project requirements and execution priorities to improve visibility of **service needs, account opportunities and pipeline inputs**.
- Prepared schedules and resource plans using **Excel**, creating structured information for planning, follow-up and execution decisions.
- Coordinated preventive and corrective activity information to maintain **service continuity and relationship-focused issue resolution**.
- Conducted risk assessments, safety audits and compliance checks, strengthening **issue identification, follow-up and client confidence**.
- Used **CMMS/SCADA** for asset management, performance monitoring and lifecycle tracking, building solution-oriented understanding of infrastructure requirements.
- Coordinated stakeholder information to improve **requirement capture, response coordination and execution visibility**.
- Developed construction-industry knowledge applicable to **product positioning, solution selling, strategic partnerships and account development**.
- Built a foundation in **client acquisition & retention, key account management, pipeline discipline, commercial coordination and negotiation concepts** through project-based stakeholder interactions.

Agami Realty

12-May-2026 - 12-Jul-2026

8 Weeks
PROFILE: Business Development

- Executed **Business Development** activities across real estate project workflows, connecting project requirements with market and growth opportunities.
- Performed **Market Research**, competitor benchmarking, and industry-trend analysis to identify **new business opportunities**, customer requirements, and competitive positioning.
- Analyzed project and market information to identify opportunities aligned with **customer needs, project solutions, and market demand**.
- Mapped project requirements and commercial opportunities across the **Project Sales Funnel**, strengthening lead progression, pipeline visibility and conversion understanding.
- Developed project presentations, business briefs, management reports and commercial documents for structured **customer and management communication**.
- Coordinated cross-functional stakeholders for customer requirements, project information and workflow execution, strengthening **client relationships and retention-oriented coordination**.
- Evaluated competitor positioning and construction-industry intelligence to formulate **Business Development insights, growth opportunities, and strategic partnership considerations**.
- Developed practical exposure to **B2B Business Development, B2C market understanding, Client Acquisition & Retention, and Key Account Management** within construction and real estate.
- Applied **Lean Six Sigma** principles to identify process variation, improve workflow efficiency, and strengthen process-oriented decision-making.

CERTIFICATION DETAIL

- Supply Chain & Operation Management
- Project Management with Primavera p6

- General Management - Leadership & Function of Management