

SAMARTH VILAS BANSUDE

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SUMMARY

Dynamic and goal-oriented business professional with experience in sales leadership, client acquisition, and strategic growth. Proven success as a Sales Team Lead at SK Software Developers and currently advancing management skills as a Trainee at Younity Community Pvt. Ltd. Pursuing a Bachelor's in Business Administration with a strong foundation in commerce and a passion for business development and management excellence.

WORK EXPERIENCE

Management Trainee, Younity Community Pvt. Ltd. **June 2025 - Present**

- Managing and mentoring a team of interns to achieve set organizational objectives.
- Coordinating daily tasks, tracking progress, and ensuring smooth team communication.
- Motivating team members through leadership, guidance, and performance support.

Business Development Intern, Younity Community Pvt. Ltd. **April 2025 - May 2025**

- Worked in the sales department to identify prospects and generate business opportunities.
- Communicated with clients and built strong professional relationships to enhance engagement.
- Achieved outstanding performance in sales and was promoted to Management Trainee.

Business Executive, SK Software Developers **May 2024 - March 2025**

- Handled client communication, relationship management, and sales coordination.
- Conducted meetings and presentations to pitch company services and close deals.
- Led the sales team to achieve monthly business targets and improve client satisfaction.

EDUCATION

Bachelors in Business Administration in International Business **June 2024 - June 2027**

Savitribai Phule Pune University **(Present)**

- Learning global business concepts, marketing strategies, and management principles.
- Building skills in international trade, cross-cultural communication, and strategic decision-making.

12th Commerce (HSC) **March - 2024**

MES Garware College of Commerce, Pune

- Gained foundational knowledge in accounting, economics, and business studies.
- Developed analytical and financial understanding through practical commerce subjects.

ADDITIONAL INFORMATION

- **Technical Skills:** Communication, Business Development, Leadership
- **Languages:** English, Hindi, German, Marathi
- **Certifications:** Data Analytic, MS Excel, Certificate of Excellence
- **Awards/Activities:** LOR, LOA from Younity Community Pvt. Ltd. , Participated in college events