

Khushi Pallod

Finance Associate

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Languages

English

About

BRANDS WORKED WITH

- bMoneywize
- ESANCHALAK SOLUTIONS AND SERVICES PVT LTD.
- Hard Rock Cafe
- Pallod
- Prashant Vaze

Experience



● RETAIL SALES ASSOCIATE

Hard Rock Cafe | May 2023 - Now

Superintend for creating a sales environment that enhances the buying experience. Also in charge of driving the full sales lifecycle, from initial contact to demonstrations and sale.

Accomplishments: Upselling top 3 products and services, setting the company record for most add-ons sold in a single month. Received an average of 90% customer satisfaction rating, for the second quarter of the business. Memorized the entire line of 50+ company products and services, including price and special discounts. Provided basic technical support to the clients on a wide range of company products, resolving issues at a 95% rate. Administered more than 40 clients daily, and provided relevant product information, upselling products, encouraging clients to sign up for the membership program, and achieving the desired target budget.



● FINANCE INTERN- MICRO INTERNSHIP

bMoneywize | Mar 2023 - Jun 2023

Managed the research team of 5 members with conducting surveys, compiling information, and analyzing results for an organized research study. Accomplishments: Surveyed a minimum of 100 data points from 5 different sources to ensure statistical significance. Facilitated in planning 3 research instruments and research methodology, and collaborated on the development of a research methodology document containing 10 pages. Scheduled and conducted 8 meetings with business owners and documented meeting outcomes. Performed statistical analysis on data and created a 15 page report of analysis, identifying 3 major trends and discrepancies. Delivered 3 presentations throughout the internship and created 10 visual graphs to support the presentation and reports.

● MANAGEMENT CONSULTANT

ESANCHALAK SOLUTIONS AND SERVICES PVT LTD. | Jun 2022 - Dec 2022

Facilitated the organization to solve issues, create value, maximize growth and improve business performance. Concerning primarily with structure, management, strategy, and operations of the company. Accomplishments: Prepared financial records on a daily basis, including transaction entries, totaling at least 50 entries per day. Created a minimum of 3 business proposals for potential clients or partners. Performed in-depth analysis on financial data, market trends, or industry benchmarks for 3 projects. Analysed the preparation of comprehensive company profiles for 5 companies, each profile containing a minimum of 10 pages. Reviewed and analyzed financial statements (income statements, balance sheets, cash flow statements) for the company on a monthly basis.



● COST ANALYST INTERNSHIP

Prashant Vaze | Mar 2022 - May 2022

Authorized for outsourcing cost analysis across project families with different projects as part of the procurement team. Working closely with the contract manufacturers and category managers. Accomplishments: Conducted research on cost drivers for at least 3 specific expense categories, and prepared detailed reports summarizing findings and recommendations. Identified and proposed improvements in the budgeting and forecasting process, for the 2nd quarter. Co-ordinated in developing

and implementing cost reduction strategies that result in a minimum of 10% cost reduction in the assigned department and projects. Estimated costs for 1 upcoming project, and regularly compared estimated costs with actual expenses and reported any deviations.

- **RETAIL MANAGER**

Pallod | Jun 2019 - Jan 2022

Achieving growth and hitting sales targets by successfully managing sales teams and by assessing the teams strengths and weaknesses. Accomplishments: Developed and implemented a strategic revenue plan for achieving an increase in sale target by 7%. Collaborated with the creative team for social media advertising and saw an increase of 18% customer engagement. Hired 5 new team members with professional knowledge in the span of 18 months. Provided regular training to the employees which resulted in 85% development of the work force. .

Education & Training

- **Queen Mary University of London**

Master of Science,

- **MES GARWARE COLLEGE OF COMMERCE**

Bachelor of Commerce (B.com),,