

Pramila Pandey

Cell: (561) 797-1373 | Email: pam.pandey@gmail.com

Software Engineer graduate, with experience managing marketing projects, ensuring on-time execution of deliverables within clients' scope and budget – maximizing product sales to \$300K, securing contracts of up to \$10M through managerial efforts and increased social media engagement to 14.4K on Instagram organically.

- Performs Risk Management
- Excellent Communication Skills
- Meets Multiple Project Deadlines
- Proactive Problem-Solver
- Customer Success Management
- Maintains Quality Assurance
- Independent and Collaborative
- Strong Relationship Management
- Influential Leadership & Sales
- Meticulous Attention to Detail
- Social Media Management
- Strategic, Data-Driven Mindset

QUALIFICATIONS SUMMARY

- Ability to communicate project status, project tasking and expectations to the project team.
- Participate in Agile practices in alignment with team processes, objectives, and other business units.
- Strong understanding of software architecture principles and SDLC, following high-quality standards.
- Take ownership of delivering projects on time, within budget, quickly adapting to changing workloads.
- Drive collaboration and coordination between multiple engineering teams.
- Ability to capture customer requirements and architect a clear vision of product direction.

EXPERIENCE

Brand Manager | My Mama Cooks | Royal Palm Beach, FL **2016 – Present**

Founder and brand manager of My Mama Cooks signature spice blends and cookbook. Strategize and develop products based on research and culinary expertise, including pricing, communications, and brand strategy.

- Develop compelling product launch plans of signature spice blends to stimulate sales, encourage customers, and engage consumers at select culinary stores and book signing events.
- Partner with brands (i.e., Williams-Sonoma) to continuously bring new ways of communicating that increase social media engagement and deliver enhanced value to loyal followers.
- Identify opportunities to drive profitable sales growth across multiple channels, breaking through new market spaces, while reinforcing product positioning and strengthening brand value proposition.

Owner & Music Instructor | Sunshine Music Arts | Royal Palm Beach, FL **2012 – Present**

Founder of private music studio, providing piano and voice lessons to adults and children throughout the Palm Beaches. Manage the business's marketing, finances, and operations, while fostering student musicianship.

Front Store Manager | Lowe's Home Improvement | Royal Palm Beach, FL **2010-2012**

Leading and enabling a team of 20 plus store associates to deliver the best customer experience in the store.

- Coaching and training associates, delegating follow up on daily tasks.
- Managing performance and ensuring adequate department coverage.
- Planning, scheduling, monitoring and implementing operations in front of the store.
- Training and monitoring staff as a whole.
- Drive efficiencies and teach staff skills needed to maintain effective store operations.
- Identify opportunities to drive profitable sales growth across multiple channels, breaking through new market spaces, while reinforcing product positioning and strengthening brand value proposition.

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EXPERIENCE

Real Estate Sales Associate (Part-time) | The Corcoran Group | Wellington, FL **2008 – Present**

Manage the purchase/sale of residential properties and coordinate all activities including contract negotiation agreements, home inspections, title searches, and contract-to-closing requirements, while promoting business.

Marketing Representative | New England Sash | West Springfield, MA **2006 – 2007**

Drove sales and marketing for a leading manufacturer of windows and home improvement projects, achieving \$300,000 in sales within a 5-week period (#1 in sales) via good working relationships and promotional strategies.

Operations Manager | U.S. Tank Alliance | Agawam, MA **2002 – 2003**

Reached a \$10 Million contract by acquiring a new account for the environmental underground storage tank services company. Created presentations, managed existing accounts, and prepared new/existing contracts.

EDUCATION & CERTIFICATIONS

Software Engineer Certificate

Boca Code – Florida

Bachelor's in Business Administration

University of Massachusetts – Isenberg School of Management

VOLUNTEER

Thanksgiving Dinner	Salvation Army	Prepared dinner, served meals for the homeless	2017
Denim & Rubies Event	American Cancer Society	Assisted with fundraising and hosting the event	2007
Making Strides Walk	American Cancer Society	Assisted with fundraising and event sponsorship	2007