# Debojyoti Banerjee

📍 Kolkata ✉ debojyoti800@gmail.com 📞 8918314532 **in** debojyotibanerjee

## Profile

Dynamic and results-oriented Business Development professional with hands-on experience in sales pipeline management and lead generation in competitive SaaS environments. Strong analytical skills for data-driven sales strategy development and a proven track record of exceeding quotas and optimizing performance.

## Professional Experience

**Founder's Office Intern** *JEEVMEDIA*                                           *Kolkata July 2023 – Present*

- Conducted market analysis to identify growth trends and opportunities, supporting data-driven decision-making in sales and business development.
- Managed influencer outreach, developing relationships to enhance brand visibility and engagement.
- Created and delivered presentations, coordinating social media strategies and collaborating with HR professionals to promote business initiatives.
- Played a key role in strategy development for expanding market presence, contributing to the onboarding of brand-aligned influencers.

## Education

**B.Tech in Electronics and Communication Engineering** *B.P. Poddar Institute of Management and Technology*                                           *Kolkata 2020 – 2024*

CGPA: 7.85

**12th Board (BSEB)** *Ram Lakhan Singh Yadav College*                                           *Patna 2018 – 2020*

Percentage: 76%

**10th Board (ICSE)** *S.T. Xavier's School*                                           *Durgapur 2007 – 2018*

Passing Grade: 64%

## Skills

- **Sales and Business Development:** Lead generation, sales strategies, quota attainment, pipeline management, and CRM expertise (Salesforce).
- **Technical Skills:** Proficient in HTML5, MS Excel, MS Office, and AI tools; experienced with digital prospecting tools (LinkedIn Sales Navigator, Salesloft, Cognism).
- **Communication:** Exceptional written and verbal communication skills in English, with strong presentation abilities and cross-functional collaboration experience.

## Projects

**Team Leader**                                           *IoT-based Home Automation*

- Led a team in developing a home automation system using IoT technology, enabling remote control and monitoring of household appliances.
- Communicated project goals effectively to team members, ensuring alignment and smooth progress.
- Identified and resolved technical challenges throughout the development process, optimizing system functionality and user experience.
- Directed a cross-functional team, fostering collaboration and guiding the project from concept to successful completion.