

Swagatam Biswas

Sales Specialist

1535, 11th cross, sunshine colony, BTM 2nd stage, Bangalore, IN

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swagatam.04.biswas@gmail.com

Skills & Strengths

Deals Closing, Negotiation, Event Management, Marketing Strategy, Customer Satisfaction, Leadership, Team Player, Tech Savvy, Coachable, Quick learner, Long Term vision, Adaptability

Experience

HeyCoach / Business Development Executive

MARCH 2024 - PRESENT, Bangalore, IN

- Interact with potential clients to give them awareness about our program and guide them through our services
- Counsel them on their career path, guiding them through the industry scenario and requirements so that they can prepare themselves accordingly
- Working closely with other departments for smooth workflow
- Helping team-members in various tasks for the betterment of the team
- Collaborating with other teams to work towards the overall betterment of the company

Emerging Brilliance Academy Pvt. Ltd./ Director of Enrollment

MARCH 2021 - DECEMBER 2023, Remote

- Providing customer service to foster client loyalty and satisfaction.
- Generating over \$110,000 in sales revenue in less than 20 Months with 0 prior experience
- Negotiating contracts and sales terms with new and existing clients.
- Working independently with minimal supervision.
- Fostering lasting relationships with customers through effective communication and quick response, resulting in long-term loyalty and expanded client base.
- Contributing to product marketing, sales strategy and brand building
- Managed physical and virtual events

AILabs / Jr AI developer

JUNE 2020 - SEPTEMBER 2020, Kolkata, IN

- Development of ChatBot using Google's cloud services.
- Database creation, Interface development, Backend manipulation

Education

The Neotia University / B.tech in Robotics & AI

AUGUST 2017 - JULY 2021, KOLKATA, IN

- Graduated top 3 in my batch with 8.4 CGPA
- Helped organizing inter-college Tech events like Sankalp

Dan Lok University / High Ticket Closer

JULY 2021 - SEPTEMBER 2021, CANADA

- Graduated with 100% success

Hobbies

E-sports, Travelling, Music, Guitar, Automobiles