

CONTACT

SAYANDEEP SAHOO

📍 32/2, Parui Das Para Road, Kolkata 700061
📞 9830983509
@ sayandeeps98@gmail.com
in <https://www.linkedin.com/in/sayandeep-sahoo-82997b191>



PERSONAL DETAILS

- Date of Birth : 21/07/1998
- Current Location : Hyderabad

OBJECTIVE

To be involved with a challenging environment where my determination and tenacity to do the job can be explored and I can extract the best of myself, intend to build a career with leading corporate firm.

EDUCATION

- | | |
|------|--|
| 2022 | <ul style="list-style-type: none">• MAKAUT
Masters of Business Administration
85% |
| 2020 | <ul style="list-style-type: none">• MAKAUT
Bachelors of Computer Applications
75% |
| 2017 | <ul style="list-style-type: none">• ISC
CLASS XII
68 |
| 2015 | <ul style="list-style-type: none">• ICSE
CLASS X
86 |

EXPERIENCE

- | | |
|-------------------------|--|
| 16/03/2023 - Present | <ul style="list-style-type: none">• Business Development Manager
OYO Hotels & Homes Pvt. Ltd.
<ol style="list-style-type: none">1. Negotiated and finalized partnership agreements with hotels, ensuring mutually beneficial terms and conditions.2. Presented regular reports and updates to senior management, highlighting key achievements, challenges, and recommendations.3. Spearheaded business development initiatives to expand OYO's market presence and increase revenue streams.4. Conducted market research and analysis to identify market trends, competitor activities, and potential areas for growth.5. Maintained higher SRNs occupancy, also checked delight factors for guest at hotels. |
| 02/09/2022 - 15/03/2023 | <ul style="list-style-type: none">• Business Lead
Ashim Kar & Industries Pvt. Ltd.
<ol style="list-style-type: none">1. Led business development efforts to expand Ashim Kar & Industries' Jute Exporters' market presence and increase export volumes.2. Developed and executed strategies to identify new markets and potential international clients.3. Established and maintained strong relationships with international clients like LC Packaging International, BraunGroup.com. negotiating contracts and ensuring customer satisfaction.4. Collaborated with cross-functional teams to optimize production processes, ensuring timely delivery (collaboration established with Freya Shipping Services, India) of jute products and meeting quality standards. |

02/11/2021 -
01/09/2022

- **BANQUET AND EVENT SALES MANAGER**
WEDDINGZ.IN , OYO HOTELS & HOMES PVT. LTD.
 1. Managed and supervised all aspects of wedding and event operations at OYO Weddingz venues, ensuring seamless execution and customer satisfaction.
 2. Collaborated with clients to understand their vision and requirements, providing guidance and suggestions to create memorable and personalized experiences.
 3. Conducted site visits with clients, showcasing venue features and amenities, and assisting with event layout and design.
 4. Resolved customer complaints and concerns promptly, maintaining strong client relationships and fostering repeat business.
 5. Conducted business development activities to partner new properties for better revenue for OYO Weddingz.in.

INTERNSHIPS

- **GLOBSYN FINISHING SCHOOL, Kolkata - 4 Weeks.**
Machine Learning using Python.
- **A.M Marketing Private Limited, Kolkata - 8 Weeks.**
A Study on Market Analysis of Bisk Farm Biscuits.

TECHNICAL SKILLS

- T-SQL , RDBMS [Beginner's Level]
- HTML5 [Beginner's Level]
- Python With Machine Learning [Beginner's Level]
- Windows Programs [MS Word, MS PowerPoint, MS Excel] [Intermediate Level]

OTHER SKILLS

- Very good knowledge and experience in internet navigation and research – finding specific information about products in a timely manner.
- Good communicator, able to clearly and correctly express complex technical concepts in English, both verbally and in writing to support a Global Organization.
- Experienced with standard Microsoft products and platforms.
- Ability to analyze data, interpret results and draw conclusions from process related experiments.
- Good in convincing people, can work in a team and complete an assigned task within time.

CERTIFICATIONS

- **HTML5**
NIIT - 2018
- **RDBMS And T-SQL**
NIIT - 2019
- **Principles Of Management**
NPTEL - 2021
- **Entrepreneurship**
NPTEL - 2021

AREAS OF INTEREST

- Blogging and Vlogging.
- Debates & Public Speaking.
- Volunteering in various Events and Social Activities.
- Fitness Training.
- Sports.

REFERENCE

- **Kumar Rahul - Amazon**
Research Scientist
kumarrahul.icfai@gmail.com
+91 82905 90276

- **Shantanu Bhattacharya - Sula**
Territory Asst. Manager
shantanubhattacharya@rocketmail.com
+91 70030 54050
- **Avik Chakraborty - TCS**
Business Process Lead
avik.chakraborty1@tcs.com
+91 9851249768