

Shiraj Ratna Bajracharya

Business Development

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I believe that great leadership is built on strong relationship with people. I am an assertive person who believes maintenance of relationship (either B2B or B2C) helps business become more sustainable. Therefore I am seeking a position in the area of Business to Business relationship development and sustainability of the relationship that has been developed.

EXPERIENCE

Myadmission.net BUSINESS DEVELOPMENT MANAGER

And

Collegeapply.net

Aug 2015 – present

Identifies trendsetter ideas by researching industry and related events, publications, and announcements; tracking individual contributors and their accomplishments.

Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities.

Screens potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments.

Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.

ENROLLMENT MANAGER

Represent and recruit for Hult International Business School in Thailand. As well as develop company profile and modify their business plan.

Siriwin Institute

May 2015 - present

TEACHER (Part time)

Teach basic, intensive and business English to young and adult learners.

LINUX

March 2015 – July 2015

CUSTOMER RELATIONSHIP

Attracts potential customers by answering product and service questions; suggesting information about other services. Maintains customer records by updating account information. Resolves product or service problems by clarifying the customer's complaint; determining the cause of the problem; selecting and explaining the best solution to solve the problem; expediting correction or adjustment; following up to ensure resolution.

Capital Hospital

2013-2014

PUBLIC RELATIONS AND MARKETING MANAGER

Planning, developing and implementing PR strategies. Managing and updating information and engaging with users on social media sites such as Twitter and Facebook as well as maintaining and updating information on the organization's website

**STANDARD
CHARTERED BANK
NEPAL LIMITED**
March 2012-July 2012

PUBLIC RELATIONS (INTERNSHIP)

Helped reconnect priority banking clients with their relationship manager.
Distribution of VISA platinum card which is exclusively for priority banking member.

**STARBUCKS COFFEE
(NEW YORK)**

STORE MANAGER

In charge of day to day functionality of the store and order inventories. As well as train baristas and certify them.

EDUCATION

**WEBSTER
UNIVERSITY**
2014 – 2015

MASTER OF BUSINESS ADMINISTRATION

- ✎ Founding president of Herbert Business Club, MBA's first Business club.
- ✎ Member of Student Government Association
- ✎ Student ambassador for university's activities

**SUNY STONY
BROOK (USA)
(Later transferred
to Webster)**
2009-2013

BACHELORS IN BUSINESS ADMINISTRATION

Joining all student activities and after transfer to Thailand I am a member of Rotoract club.

LANGUAGES
NEPAL BHASA

Native

NEPALI

Native

ENGLISH

Fluent

THAI

Starter