

RESUME

PARESH CHANDRA BEHERA

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Objective: – To pursue a challenging career commensurate my experience and qualifications. I will endeavor to further enhance & contribute to the success of the tasks entrusted to me with the professional experience gained.

Professional Experience:

KONECT.IN

(HOSPITAL/CLINIC MANAGEMENT SOFTWARE - CRM)

Designation: Business Development Manager

Duration: April 2018 To Till Date

ROLES & RESPONSIBILITIES

- Contact the Doctors or clinics and fix the face to face meeting with them.
- Attend morning team meeting and give last day report and sales status.
- Call the pipeline customers and fix the face to face meeting with them.
- Do some cold calls .
- Visiting the Doctor's place and giving them demo of the HOSPITAL / CLINIC CRM & converting them into sales.
- Interacting regularly with the Doctors to maintain a good rapport which leads in closing the sale.
- Ensured good relationship with them .
- Taking out references from converted Doctors to generate new leads.
- Making monthly sales report.
- Responsible for achieving the monthly sales target .

TATA BUSINESS SUPPORT SERVICES

(FINANCE)

Designation: Out Bound Sales Executive

Duration: Sept 2017 – April 2018

ROLES & RESPONSIBILITIES

- To call Tata's existing customers.
- Give all details about refinance & the advantages of it.
- Interacting regularly with the customers to maintain a good rapport .
- Ensured good relationship with customers
- Making customer understand first about his exact need in finance and then guiding him for loan.
- Be in contact with the customer from the lead generation to disbursement.
- Taking out references from converted customers to generate new leads .

Educational Qualification:

- | | | |
|-----------------------|-----------------------------|------------------|
| ❖ 10th 2008 - 57% | Nuapada Govt. High School , | BSE ODISHA |
| ❖ +2(SC) 2010. - 52 % | NSBM , | CHSE ODISHA |
| ❖ BSc 2013 - 50% | Paradeep College, | Utkal University |
| . | | ODISHA. |

ComputerSkills: • EXCEL,WORD,POWER POINT

Achievements:

- Achievements during initial stage of the process for maintaining quality.
- Appreciation from customer about my service.

Extra-Curricular Activities:

- Travelling,
- Watch movies

Strengths:

- Hard working
- Adaptability
- Honest
- Willingness to learn & ability to be a good team player.

Personal Profile:

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|-------------------|---------------------------|
| ➤ DOB | : 20th May 1993 |
| ➤ Gender | : Male |
| ➤ Nationality | : Indian |
| ➤ Religion | : Hindu |
| ➤ Marital status | : Single |
| ➤ Languages known | : English, Hindi, Marathi |

Declaration:

I hereby declare that the information furnished above is true to the best of my knowledge.

Place:

yours sincerely

Date:

(PARESH CHANDRA BEHERA)

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