





RIMO CHHETRI

BUSINESS DEVELOPER | HR

 REMO CHHETRI | LINKEDIN  (+91) 99324 88805  WRAEMO@GMAIL.COM
 BIRPARA, WEST BENGAL, INDIA - 735204



SUMMARY

Result-oriented professional focused on establishing strong relationships and driving business growth with excellent networking and lead development skills along with recruitment activities and managing organizational decorum.

SKILLS

- **Microsoft 365** - Outlook, Calendar, Teams, Excel, PowerPoint, Word, OneDrive, OneNote
- **Google Suite** - Gmail, Calendar, Sheets, Slides, Docs, Meet, Drive, Forms
- **CRM, HR & Lead Generator** - HubSpot, Vtiger, Razorpay, greytHR, LinkedIn Sales Navigator, Clearbit, ZoomInfo, Slack, Zoom, Lusha, Klenty, Close, Apollo.io, Teleduce, Aмео, Skype
- **Designer & Editor** - Canva, Adobe Spark, Windows Movie Maker, KineMaster, Snapseed
- **Business Developer** - International & Domestic Marketing, Sales (Pre-sales and End-to-end), Public Relations, Brand Campaigning, Cold-calling, Email Campaigning, HR, Webinar Hosting

CERTIFICATION

- **Certificate of Learning:** Customer Analytics - University of Pennsylvania (Online)

LANGUAGES

- English • Hindi • Bengali • Nepali

INTERESTS & HOBBIES

- Movies & Music
- Travel & Tourism
- E-Sports
- Photography

WORK EXPERIENCE

Outreach Specialist

Oxedent | April, 2023 - Present

(Kolkata, West Bengal, India)

- Generated client meetings and bottom-line revenue for the organization from the Australian and United Kingdom markets.
- Shared Google and Facebook Ads documentation with potential clients (along with Shopify guides).

Business Development Executive

Tsaaro | July, 2022 - November, 2022

(Bangalore, Karnataka, India)

- Identified valuable prospects and generated bottom-line revenue for the organization.
- Quoted the company's best product offers and shared documentation.

Business Development Executive

Anzen Exports | July, 2021 - December, 2021

(Kolkata, West Bengal, India)

- Identified and pursued valuable business to generate new company revenue and bottom line in numerous regions - worldwide.
- Quoted the company's best product offers.

Business Development Associate & HR

Doubtnut | October, 2020 - July, 2021

(Gurgaon, Haryana, India)

- Achieved sales by designing and implementing strategic methods.
- Practiced end-to-end recruitment cycle (thereby undergoing all the six stages).

ACADEMIC HIGHLIGHTS

Lovely Professional University

MBA: Human Resource & Marketing | 2020

- **Location:** Jalandhar, Punjab, India

Lovely Professional University

B.Tech: Mechanical Engineering | 2018

- **Location:** Jalandhar, Punjab, India