

RESHMI DAS

Akota, Vadodara,

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Career Objective:

To secure a position where I can efficiently contribute my skills and abilities to the growth of the organization and build my professional career.

Personal Profile:

- Self-Confident with quick learning and leadership qualities.
- Good communication and technical skills.
- Punctual and Sincere about any assigned job and want to complete it diligently.

Skills:

- **Technical** :MS Office ,Excel, Power Point, CRM, Lead generation
- **Soft** : Proficient in oral and written communication, capable of working in a team, time management quality, leadership quality.

Areas of Interest:

- Digital Electronics
- Lead Generation

Working Experience:

- **25th September 2017 – 19th December 2017: Business Development Executive (BDE) in Congenplus Technology Pvt. Ltd., Kolkata.**
- **1st January 2018 – Present: Business Development Executive (BDE) in Transinfo Solutions, Kolkata**

Responsibility:

- Converting prospectus to client using Freelancer bidding portal & Cold calling.
- Maintain client base record in CRM
- Generate lead for the organization.
- Handling Business Development activities, Client Initiation and expert.
- Understanding of client requirement and making the development plan and maintain relationships with clients, prospects
- Co-ordination with sales team mates

Education:

2017: B.Tech in Electronics & Instrument Engineering from Academy of Technology, affiliated to Maulana Abul Kalam Azad University of Technology (MAKAUT) with DGPA- 7.31.

2013: Senior School Certificate Examination from Central Board of Secondary Education (CBSE) with 67.9%.

2010: Secondary School Examination from Central Board of Secondary Education (CBSE) with 62.7%.

Projects:

Project 1:

August, 2016- August, 2017: Hardware and Software realization on Sequence control using PLC, final year project, Academy of Technology.

Project 2:

Jul-Aug, 2016: PLC to control amusement park water ride (implementation of Ladder Logic of PLC & SCADA), IIATCA.

We use Rockwell Automation, Allen Bradley, RSLogix 500 software for PLC & RSView32 software for SCADA.

Training:

July 2016: 30 days training on PLC (Programming Logic Controller) and SCADA

(Supervisory Control and Data Acquisition) at International Institute for Advance Training, On Energy and Automation [Rockwell Automation, Allen Bradley, RS Logix 500 English].

January 2016: 5 days of advanced training on PLC based Pneumatic Control at Advance Training Institute Kolkata.

Other Achievements and Interests:

- **Diploma in Painting from Pracheen Kala Kendra, Chandigarh**

Personal Details:

Language Proficiency: English, Hindi, Bengali.

Date of Birth- 17th October 1995

