



MBA from Symbiosis Institute of Business Management, Hyderabad (2021-23); Majors: Finance, Minors: Marketing; CGPA: 7.53

BBA from KIIT School of Management (KIIT University), Bhubaneswar (2017-2020); Majors: Marketing; CGPA: 7.50

Class XII – Commerce from Rajendra Vidyalaya, Jamshedpur (2017); Percentage: 81.25%

Class X from Rajendra Vidyalaya, Jamshedpur (2015); Percentage: 84%

Debopam Roy

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LinkedIn Profile:

[Debopam Roy LinkedIn Profile](#)

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DOB: 15/02/1999

Skills:

- Soft skills include leadership, ability to present confidently and time management skills.
- Analytical skills include Advanced excel, MS-office, power BI, Tableau, SPSS, SQL basics, Alteryx, SAP FICO, R studio, Bloomberg and Canva
- Business analysis, modelling and forecasting

WORK EXPERIENCE

BYJU'S The Learning App [Aug'20 - Oct'20]

Business development Trainee/ Sales consultant

- Maintaining CRM records of the company.
- Sharing Byju's personalized learning journey with potential customers (parents and students).
- Setting up meetings, counselling students about the learning pedagogies.
- Strong exposure in sales processes and sales operations.

INTERNSHIP

CFO Bridge [May'22 - June'22]

Internship, Financial advisory

- Responsible for doing day-to-day analysis on various types of SMEs and helping the company to gather new clients. Using excel tools as well as power BI to make financial dashboards. Providing financial research on various industries on the basis of impact during the covid period.
- Extensive business analysis including calculating key ratios and revenue level analysis of around 89 MSMEs from 9 different industry.
- Data modelling and budget representation were the key approaches in order to predict and interpret and forecast data.

POSITION OF RESPONSIBILITY

Member- Team Shakti the women development and social responsibility cell | SIBM, Hyderabad

- Teaming up to coordinate and organize guest lectures outreach programs with a chief motto to promote and create awareness about women development.
- Actively participated in various social activities throughout the campus and also nearby areas.
- Creating a strong network with certain organizations, NGOs for actively promoting and spreading social awareness.
- Organizing donation drives with the team to help the poor and the needy in the nearby areas.

Deputy Head- KIIT animal and environmental welfare society | KIIT University, Bhubaneswar

- Organizing with the team environmental campaigns like 'Fridays for future', cleanliness drives, plantation drives to create awareness on environmental protection.
- Actively spreading awareness through social media platforms.

EXTRA-CURRICULAR

- Actively taking part in B-school competitions and hiring challenges on Dare to compete (Unstop) platform.
- Participated in the cleanliness drive organized by UNICEF.

Certifications:

- Bloomberg Market Concepts
- Google Digital marketing Certification