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DOB – 28/10/1990

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Previous Companies - :

Massys Informatics Pvt.ltd

Andolasoft Inc.

CINET IT Solutions Pvt Ltd.

Areas of Expertise - :

Revenue Growth

Marketing Brand

Strategic Thinking

Documentation

Marketing Plans

Critical Thinking

Collaboration

Anshuman Mohapatra

An ambitious professional who has a track record of exceeding set targets

An experienced and highly energetic person who is able to drive profitability improvement through strategic growth, waste elimination, and quality enhancement. Having a track record of successfully directing the execution of tactical operating plans, and in the past have worked with some of the private upcoming companies. Right now I am looking for a suitable leadership position with a market-leading, high-growth company that offers opportunities for advancement into sales management.

EMPLOYMENT HISTORY

Massys Informatics Pvt.Ltd. : (Aug 2012- Dec 2012)

- Started working as a call center executive (outbound) in Massys Informatics Pvt. Ltd continuing my graduation.

Duties-

Following the Sales Process

Meeting targets given

Ensuring the delivery of a high quality service to customers

Ensuring systems/procedures are kept up to date

- Was promoted as **Team Leader** for UK Shift for the Tech Support Process(outbound).
- Later was transferred to the USA shift for the diabetic management process(outbound)
- Managing a team of agents.
- Ensuring individual agents are performing against targets, reviewing their performance and training them to do so.
- Getting involved in the recruitment of new agents or working on specific projects for the Centre

Andolasoft Inc : (Dec 2012- Mar 2013)

- Joined as **Pre Sales Consultant** for both Domestic and International.

Duties-

- Managing leads and sales
- To attend meetings with potential Clients to determine technical and business requirements and ensuring that all necessary information is collated prior to producing a solution
- Provide technical solutions in a professional manner and to agreed timeframes

Add On Qualifications-

GNIIT from NIIT

- Create and confidently deliver technical presentations internally and externally
- Work with Product Management to feedback on issues with current products and provide input around new products
- with Product Management to feedback on issues with current products and provide input around new products
- Build productive relationships internally and externally, fostering teamwork by keeping colleagues updated on activities
- Perform technical development for bespoke solutions as part of a design and development frame work
- Sell technical solutions to the customer
- Provide accurate and timely management information, to include - activity reports, bid reviews, project forecasts, KPI's
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CINET IT Solutions Pvt Ltd: (Mar 2013- Dec 2016)

Joined as **Business Analyst** later got promoted as **Product Manager**.

Duties-

- Managing the entire product line life cycle from strategic planning to tactical activities
- Specifying market requirements for current and future products by conducting market research supported by on-going visits to customers and non-customers.
- Driving a solution set across development teams (primarily Development/Engineering, and Marketing Communications) through market requirements, product contract, and positioning.
- Developing and implementing a company-wide go-to-market plan, working with all departments to execute.
- Analyzing potential partner relationships for

the product

Highermatrix Inc. : (Mar 2017- Continuing)

Joined as **Business Analyst**.

Duties-

- Assisting with the business case along with sales
- Planning and monitoring
- Eliciting requirements
- Requirements organization
- Translating and simplifying requirements
- Requirements management and communication
- Requirements analysis

Academic Qualification

- MBA Continuing from Anna University
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- Completed B.Sc(IT) From Kuvempu University, Shimoga Karnataka 2012
- 12th from Biju Patnaik College Of Science And Education, Bhubaneswar in 2009
- 10th from St.Xavier's High School, Khandagiri, Bhubaneswar in 2006

Certifications-

Certification in PHP & My SQL

Certification in Oracle

Certification in Cloud Computing, Social Media Skills

Certification in C

GNIIT Certification

I hereby declare that the above given information about myself are all completely correct according to knowledge

Anshuman Mohapatra

Date-18.02.2017
Bhubaneswar

