Rohan Alom

I am a dynamic professional with expertise in team and customer management, strategic development, and data analysis. Possessing strong problem-solving and critical thinking abilities, I excel at driving innovation to achieve measurable results.

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📍 Guwahati, India

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WORK EXPERIENCE

Inside Sales Associate
BYJUs

06/2023 - 10/2023   *Guwahati*

Job Role

- My role revolved around initiating conversations with potential clients, comprehending their requirements, and convincingly presenting the advantages of our services. My main goal is to convert leads into clients by addressing their concerns and finalizing agreements to schedule sessions.

Business Development Manager
AI OLEE TECH LIMITED

10/2023 - Present   *Barpeta, Assam*

Job Role

- As a Business Development Manager, I played a vital role in driving our startup's growth. I led a team in reaching out to potential clients and closing deals. I also handled customer queries and ensured their satisfaction. Additionally, I managed our social media presence and ran marketing campaigns to attract new clients. I was involved in hiring BDAs and Teachers, ensuring we had the right talent. I worked closely with the content team to create customer-focused content. Moreover, I supported teachers with any issues they faced during classes. Overall, my role was about expanding our business while keeping our customers happy and our team strong.

EDUCATION

B.Tech in Computer Science Engineering
Dibrugarh University

08/2018 - 06/2022   *70.8%*

Higher Secondary
Sai Vikash Jr College

04/2015 - 03/2017   *66.6%*

High School
Chapar Academy E.M High School

2015   *84.33%*

SKILLS

Leadership	Strong Communication Skills
Team Player	Training and Mentoring
Sales and Market Development	Warm and cold calling
Customer Relationship Management	Power Bi
Microsoft Office Tools	Python, R, Java, C++
Data Visualisation	Clustering

PROJECTS AND PUBLICATION

ANALYSIS OF SEISMIC DATA USING PARTITION BASED CLUSTERING TECHNIQUES

- Published a paper in the 2022 IEEE GLOBAL CONFERENCE ON COMPUTING, POWER AND COMMUNICATION TECHNOLOGIES. The paper was based on comparative analysis of Seismic Data using Partition Based Clustering Techniques with respect to Cluster Validation Indices

LANGUAGES

Englisjh
Full Professional Proficiency

Hindi
Full Professional Proficiency

Assamese
Native or Bilingual Proficiency

Bengali
Full Professional Proficiency

HOBBIES

Sketching   Digital Art   Football   Table Tennis

Gaming