

RESUME

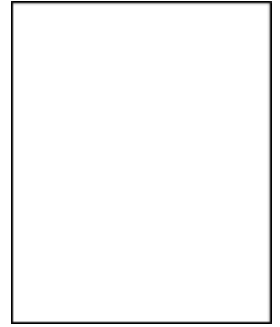
SHAYAM KUMAR ACHARYA

S/o KAMALA KANTA
GRAHACHARYA AT-GANDAPADA
PO-GUAMAL

DIST-BHADRAK-756163

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Objective

To work in a position where I will increase gains in profit performance, revenue growth and market share by using my expertise and skills in business management and entrepreneurial drive.

Skills

1. Ambitious and highly motivated to meet the demands of the job
2. Excellent skills in marketing and business development
3. Able to identify and develop new business opportunities
4. Exceptional communication skills
5. Good time management skills
6. Able to work under pressure and with no supervision at all
7. Skilled in various computer programs in sales and marketing
8. Previous experience working in competitive markets and delivering results
9. Great troubleshooting and problem-solving skills

Experience

- 1) working as a Sales Officer at Shriram Life Insurance ,Odisha From Dec 2018 to May 2019.
- 2) Working as Sales Executive in Wheelseye Technology India pvt. ltd From May 2019 to January 2020.
- 3) Working as Business Development Executive at American Express, Delhi From March 2020 to till date.

Responsibilities

- Representing the company in various exhibitions and trade fairs
- Boosting sales in my department every month
- Researching the market on a regular basis for related products
- Arranging several effective client demonstrations
- Liaising with the suppliers in order to make sure that existing orders increase

- Recorded and administered on sales and forwarded them to the relevant department
- Provided clients with great quotations
- Wrote detailed sales forecast for the company managers which proved very effective
- Communicated any new products to our customers
- Created professional sales script

Education

MBA from ACADEMY OF BUSINESS ADMINISTRATION, BALASORE

(Biju Patnaik University of Technology, ODISHA)

2017-2019

Bachelor of Business Administration From Fakir Mohan Auto College,

Balasore(Fakir Mohan University)

2015-2017

+2 Science from BELAVOOMI MAHAVIDYALAYA, AVANA, BALASORE,

(CHSE ODISHA)

2011-2014

Matriculation (Balasore

Zilla School) 2007-2011

Personal information

Civil Status	:	Single
Date of Birth	:	20 th May 1996
Hobbies	:	travelling, Cricket, swimming
Nationality	:	Indian
Gender	:	Male
Religion	:	Hindu
Language	:	(Odia, Hindi & English)

Declaration

I do hereby declare that the particular mention above is true to the best of my knowledge and belief.

Date-

Place-

Signature