

CURRICULUM VITAE



NIRMAL BEHERA

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POST QUALIFICATION EXPERIENCE-

- Currently working as Key Account Executive in the role of Business Development Manager in Jeeva Organic Pvt. Ltd. (Nutraceuticals and FMCG), Bhubaneswar. My daily work schedule includes-
 1. Lead Generation via market research through LinkedIn, Facebook and web browsing,
 2. Doing KYC of customers,
 3. Cold callings to customers and discussing their problems related to procurement in order to find amicable solutions,
 4. Sending promotional and introductory emails via outlook and sales automation software, and following up.
 5. Using CRM navigation software to check inventory items, updating enquiry by clients and converting them into quotations, generating sales order.
 6. Effectively coordinating with Sourcing and Logistics teams to help clients on the price negotiations of the materials, providing lead time and inco-terms.
 7. Maintaining weekly progress report.
- Associate in the Office of Advocate Sidhartha Kumar Das (Tax Consultant), Cuttack.

ACADEMIC QUALIFICATIONS-

- LL.M (Business Law), Madhusudan Law University, 2021-2023, Dissertation in 'Evaluating the Effectiveness of Laws to Prevent Stock Market Manipulation in India'.
- LL.B, Madhusaudan Law College under Utkal University, Cuttack, 2018-21, Pursuing Diploma Course in Mergers & Acquisitions, Institutional Finance (PE & VC transactions) at LawSikho.
- B-tech in Civil Engineering, Raajdhani Engineering College under(BPUT), Bhubaneswar, 2009-13
- 12th C.H.S.E Board, Gangadhar Meher Junior College, Sambalpur, 2006-08
- 10th B.S.E., Budharaja High School, Sambalpur, 2006

RELEVANT SKILLS AND LEARNING-

- MS Word, Excel, PowerPoint, Outlook, Email writing
- Contract Drafting and Reviewing
- Taxation
- Legal Research & KYC verification
- Professional Communication

INTERSHIPS-

- Legal Intern in KS Legal & Associates, a boutique law firm. Internship program included research and writing legal articles on current legal developments in corporate world, extensive research in – RERA (Real Estate Regulatory Authority), Intellectual Property Law (IPR) and Artificial Intelligence, Securitisation and Reconstruction of Financial Assets and Enforcement of Security Interest (SARFAESI) Act, 2002, Securities and Exchange Board of India Act, 1992(SEBI) and Landmark Supreme Court Judgements, drafting Legal Notice for clients, updating MIS sheets and Google Sheets related to case details filed in E-court websites etc (May-August 2021).
- Legal Internship in the Chamber of Adv. Sambit Samal, Odisha High Court.

EXTRA CURRICULAR ACTIVITIES-

- Writing Legal Blogs on Corporate legal aspects- <https://corpo-lex.blogspot.com/>
- Legal Research

CERTIFICATION AND LICENCE-

- Advocate in Cuttack Civil Bar
- Basics of Contract Drafting
- Diploma Course in Labour Laws and Statutory Compliances
- Financial Accounting
- Investment Banking
- Anti-Money Laundering
- Email Marketing
- Google Analytics
- Business Contracts for Beginners
- Navigating the Complexities of Software License Agreements

DECLARATION-

I hereby declare that all the above stated information on me is true to the best of my knowledge.

Niraj Behara

Place- Cuttack