

# BISHNUPRIYA SAHU

## CAREER OBJECTIVE :

Seeking a strategic marketing role to leverage cross-selling skills, market analysis, and client relationship expertise for impactful campaigns and growth-focused initiatives.

## WORK EXPERIENCE:

**Account Manager | Bharti Airtel (Contract 6 Months-Payroll of TeamLease Pvt Ltd)**  
**Feb 2023 - Aug 2023 | Cuttack, Orissa**

- >Successfully managed a portfolio of 150+ accounts, including 50+ platinum accounts, within the Cuttack region of Orissa, India.
- >Front-ended customer relationships, serving as the primary point of contact for Data, Voice, and Fixed Line services.
- >Achieved consistent growth in Customer Market Share (CMS) and Revenue Market Share (RMS) by meeting and exceeding targets.
- >Proactively hunted and secured 75+ new accounts to expand the customer base, contributing to revenue growth.
- >Employed cross-selling strategies to maximize business opportunities with existing clients. Gather market intelligence, monitored competition offerings, and implemented effective sales interventions.

## Skills:

**Proficient in persuasive communication, B2B marketing, excellent problem-solving and analytical abilities, Microsoft Office Suite (Word, Excel, PowerPoint), sales and service orientation, cross-selling strategies, relationship building, analytical skills, and presentability.**

### **CERTIFICATIONS & TRAININGS:**

CAC- Tally Erp9 certified July- 2021 ,Training of Indian Capital market. September-2023,  
Working capital management certified December- 2023

### **EDUCATION :**

- ABIT, Biju Patnaik University of Technology,MBA . Nov 2021- Aug 2023 Master of Business Administration, Finance & Marketing
- +3 in commerce from Kendrapara Autonomous College, Odisha Securing 7.08 CGPA
- +2 in commerce from Kendrapara Autonomous College, Odisha Securing 58% marks
- Matriculation in BSE from SSVM, Kendrapara, Odisha Securing 71% marks.

### **PERSONAL INFORMATION:**

Father's Name : Bijay kumar Sahu

Mother's Name : Sabita Sahu

Date of Birth : 11<sup>th</sup> April 2000

Gender : Female

Current address : Cuttack

Mobile no : 8144966799

E-mail : [sahubishnupriya863@gmail.com](mailto:sahubishnupriya863@gmail.com)

### **DECLARATION**

I hereby declare that all the above mentioned information provided by me is true to the best of my knowledge.