

Papin Dalasinghray

Business Development Officer

+91-8018376781, Bhubaneswar, Odisha, India

graminkishan.rm10362@gmail.com



SUMMARY

Experienced and Focused Business Development Manager with 9 years of exceptional planning and implementation capabilities. Highly-trained in computer science with in-depth understanding of user's requirements gathering and market trends. Adept at cultivating managing and leveraging client relationships.

- 9 years' experience as Business Development Manager
- Proven success in mentoring and motivating teams to achieve, enhance, and improve company goals.
- Results-driven, consistently delivers and exceeds expectations.
- Highly-accomplished ability to contribute to the company's objectives and attain established targets.
- In depth knowledge of computer software(s), like MS-Word, Power-point and excel.

Education

Graduation (+3 Science)

KBDV College Nirakarpur, Khordha, Odisha

Professional Experience

Business Development Officer

Duration : Apr/2016-Ongoing

Zygon Services Pvt. Ltd, Khordha

Key Responsibilities

- Resolving customer-complaints regarding sales and service.
- Oversee regional and local sales managers and their staffs.
- Plan and direct staffing, training, and perform and control-sales and service programs.
- Prepare budgets and approve-budget expenditures.
- Visit franchised-dealers to simulate interest in establishment or expansion of leasing programs.
- Represent company at trade-association, meetings to promote products.

Business Development Officer

Duration : Sept/2012– Mar/2015

Shree Jagannath Lubes And Oil, Khordha

Key Responsibilities

- Resolving customer-complaints regarding sales and service.
- Advise dealers and distributors on policies and operating procedures to ensure functional effectiveness of business.
- Monitor customer preferences to determine focus of sales efforts.

Training Manager

Duration : Sept/2011– Apr/2012

IMPULSE-GROUP, Bhubaneswar

Key Responsibilities

- Evaluate instructor performance and the effectiveness of training programs, providing recommendations for improvement.
- Prepare training budget for department or organization.
- Plan, develop and provide training and staff development programs, using knowledge of the effectiveness of methods such as classroom-training, demonstrations, on-the-job training, meetings, conferences, and workshops.
- Analyze training needs to develop new-training programs or modify and improve existing programs.

Expertise Area



Personal Information

DOB – 11/July/1988 Sex : Male Nationality : Indian

Language Known - English, Oriya, Hindi