



20 Jan 2025

Minutes of Meeting

Meeting Summary			
Meeting Title	December to January Business Target Setting Meeting		
Date & Time	20 Jan 2025 , 03 :55 PM to 05 :20 PM	Meeting Mode	Virtual
Location	Conference Room Nalini Nilaya, Nalini Nilaya, Green Park, Kalarahanga, Near Kripalu Residency, Patia, Bhubaneswar, 751024		

Attendance		
#	Name & Email	Attendance
1	Aditya Kumar Sahoo (aditya.sahoo@ntspl.co.in)	Present
2	Debasis Behera (sipulucky111@gmail.com)	Absent
3	Harihara Nayak (node.js@ntspl.co.in)	Present
4	Rajesh Kumar (momtesteremployee@gmail.com)	Absent
5	Harinatha nayak (hnath@g.com)	Present
6	Veer (veerbiplabi@gmail.com)	Absent
7	Raj Kumar (hariharnayak1998@gmail.com)	Present

Dear Sir/Madam,

With reference to the meeting held on 20 Jan 2025, please find the below points for your reference.

Agenda Title
Roles & Responsibilities Mapping
Topic To Discuss
<p>a. Government Business Team: Create new business relationships with different Govt. organizations.</p> <p>ii. Business Development Lead: Identify and respond to government RFPs, maintain relationships with procurement officials, coordinate with tech teams for solution demos.</p> <p>iii. Proposal Writer: Ensure timely, compliant submissions and handle documentation.</p> <p>iv. Accounts: For in-time EMD & BG Preparation and EMD Refund.</p> <p>Enterprise Business Team:</p> <p>i. Key Account Managers: Engage with existing enterprise clients, identify upselling opportunities, and ensure client satisfaction.</p> <p>ii. Sales & Marketing Lead: Drive lead generation campaigns, liaise with solution architects for pitch decks, arrange client workshops/webinars.</p> <p>c. Core Services Delivery Team</p>
No Minute Created