



nayakprajyna@gmail.com



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Cuttack, India 753001



18th October 1999

## EDUCATION

Bachelor of Arts:  
APPLIED GEOGRAPHY  
**Ravenshaw University** ,  
Cuttack, 2017  
GPA: 6.14

Associate of Arts  
**Ravenshaw Junior  
College** , Cuttack, 2015  
58%

HSE **Sidhagiri  
Bidyapitha**, Cuttack,  
2015  
72%

# PRAJNYARANI NAYAK

## PROFESSIONAL SUMMARY

Talented Business Development Executive brings high-level business, marketing, and sales acumen. Drives competitive growth through proactive relationship building and pursuit of business opportunities. Savvy to industry trends, practices, and customer demands.

## SKILLS

- Operations Management
- Strategic Planning
- Business Planning
- Relationship Building & management
- Process Improvement
- Business Development

## WORK HISTORY

December 2020 - February 2022

**Retiform Solutions Pvt Ltd - Business Development Executive**,  
Cuttack, India

- Developed and executed strategic initiatives to implement key changes and improvements in business development and sales programs.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Defined and integrated roles, responsibilities and processes for business team and data management organization.
- Identified revenue opportunities by collaborating with distribution partners.
- Managed over 50 customer calls per day & increased sales by 10%

## PERSONAL DETAILS

**Father's name** : Umesh  
Chandra Nayak

**Mother's name** : Saraswati  
Nayak

**Nationality** : Indian

**Gender** : Female

Languages known : English,  
Hindi, Odia

**Marital status** : Single

### Address:

D/O – Umesh Chandra Nayak

At- Rasik Nagar , Jaripada ,  
Tangi ,

Cuttack, Odisha

PIN - 754201

- Defined and integrated roles, responsibilities and processes for business team and data management organization
- Developed comparison tables of products and services by researching product pricing, ratings, and performance
- Streamlined operations by delivering recommendations for knowledge-base processes and procedures
- Investigated and addressed business development challenges to proactively mitigate problems
- Enhanced marketing exposure through successful website content management and direct correspondence with potential clients
- Contributed to industry organization and trade shows to gather competitive and industry intelligence

March 2022 – May 2022

**BYJU's - Business Development Associate** , Bangalore, India

May 2022 – Till Date

**Operation Executive** at **ez Truck Logistics** .

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## CERTIFICATIONS

APGDCA , TALLY