Bikash Ranjan Das

Sales, Business Development, Business Consultant, Business Operations

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EXPERIENCE

Codetribe Solutions Pvt Ltd, Mohali — *BDM*

April 2022 - PRESENT

- Handling International Sales (US, Europe, Australia, UK)
- Client relationship management, In-bound & Out-bound leads management.
- Analysis & ideation for organizational process improvements.
- Collaborate with in-house designers, developers & project managers to meet the client's expectations.
- CRM & lead generation tool management.
- Preparation of RFP and representing to clients
- Analyzing the technical feasibility and growth state of the project
- Handling the end-to-end sales process
- Prospecting, Requirement gathering, Demos, Providing RFX, Follow ups, Negotiation & Deal closure

Codetribe Solutions Pvt Ltd, Mohali — *BDE*

September 2020 - April 2022

- Increase market share by gaining new business and growing existing client base through aggressiveface-to-face sales calls, up-sells, appointment setting and cold calls with customers and/or potentialcustomers.
- Understand the clients' advertising needs to develop and deliver custom solutions that provide anddeliver ROI for them.
- Meet or exceeds revenue expectations.
- Work cooperatively with other sales reps, account managers and auto sales teams in developingadvertising campaigns with an online solution.
- Strategizes with team members to plan and execute multimedia marketing plans.
- Use multiple websites and tools for new opportunities (Zoom Info, LinkedIn Sales Navigator, Upwork, Freelancer.com, Marketing & campaigns)
- Working in Zoho CRM & Salesforce (for short period of time) for the complete lead and status management.

Freelancing, Bhubaneswar — *Sales & Business Consuting*

January 2020 - August 2020

- Plan, organize and manage business projects for clients

SKILLS

Customer Relationship Management
Sales & Marketing
Lead Generation
Cold Calling & Cold Emailing
Project Bidding
Proposal Making
RFX Making
Research
Business Analytics
CRM Tools
Project Closure & Negotiation

CERTIFICATIONS

Beginning Project Management (Udemy)
https://www.udemy.com/certificate/UC-557b228f-5144-4dc3-b40f-520a5cdda00f/

Oracle Database Certification College Participation

Ethical hacking

Robotics Process (IoT)

LANGUAGES

English, Hindi, Oriya

- Based on clients' requirements, work on projects related to recruiting, payroll, production, budgeting,promotional campaigns, etc.
- Communicate with and meet with clients when needed
- Perform initial assessments for each client before the project begins
- Understand clients' needs and wants
- Perform research using shadowing, interviews, surveys, reading reports, etc.
- Constantly recommend solutions for improvement
- Develop detailed business plans
- Determine the project's KPIs
- Track KPIs and prepare reports

Mechlin Software Technology, Mohali — Business Development Trainee

August 2019 - July 2020

- Engaged with the presales activity, business analysis & client management. The primary role was to generate the overseas leads from the USA & Europe, drive them successfully up to the final contract & project closure.

- Used multiple lead generation tools and sites for new opportunities to meet the organization's financial goal.

EDUCATION

GIET University, Gunupur — *B.Tech (CSE)*

2016 - 2020

Jupiter Science College, Bhubaneswar — *Higher Secondary*

2014 - 2016

Baya Abadhut High School, Jagatsinghpur — *Secondary*

2010 - 2014

PROJECTS

Employee Management Software — *College Project*

- Developed the project for the employee management of any mid to large scale organizations

- Core Technology used: Angular, Node.js, React.js, MySQL, Firebase Cloud

-Important Functionalities: Org chart, Login & Multi factor Authentication, Project allocation plan, Time tracking, Performance Indicator etc.