

Devjay Sharma

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Career Objective

To obtain a creative and challenging position in an organization that gives me an opportunity for self-improvement and leadership, while contributing to the symbolic growth of the organization with my technical, innovation, and logical skills.

Skill Set Summary

- **Situation Analysis:** Ability to bring out inferences through analysis.
- **Keen observer:** Quickly understand things by observation.
- **Communication:** Presentation skills and interpersonal skills
- **Trainer:** Ability to be a process trainer
- **Leadership:** Ability to handle/manage a group of people as one team.
- **Computer proficiency:** Expertise in MS Office, HTML, C++, JAVA (basic), R(basic)

Professional Experience

Work Experience -

- **Business Development Specialist (pre-sales) at Filix Consulting Pvt Ltd (March 2023 - Present)**
 - Identifying and conducting research about the potential customer business for the Software Products being marketed.
 - Cold calling selected target list.
 - Generating product interest during calls and building social networks with targeted lists.
 - Fixing product demonstration meetings.
 - Ensure continuous activity on selected accounts and nurture long-term relationships.
 - Meet Sales Qualified Lead (SQL) monthly targets.
 - Work with Field sales specialists, demo specialists, and partner firms for continuous client engagement.
 - Drive conversations till order book and revenue realization.
 - Participate in internal review calls/presentations.
- **Process Associate at Capline Services Pvt Ltd (March 2021 - February 2023)**

The parent organization is **Smilepoint Dental Group, headquartered in Houston, Texas, USA.**

 - Being a part of Capline's Central Team (the Director's Team), where I help in the proper working pattern of all the teams.
 - Handle Business Process Management.
 - Handling emails, reports, and datasheet audits.
 - Management of List of reports and delivering confidential quality reports.
 - Help in achieving On Key Results of the organization.
 - Act as a Document Custodian and manage all the official documents (Document Controller).
 - To check on all teams working with external clients for smooth workflow and quality deliverables.
 - Responsible for taking feedback calls and training new employees on assigned tasks.

Projects Undertaken

- Industrial visit under Production and operation management, to make a report on production, operation, and research function in any manufacturing industry.

Internship

- **PEOPLELYNX HRM SOLUTIONS PVT.LTD, Bangalore**

Market research and Business Development (Project Trainee)

I was responsible for conducting exploratory research and data collection of different industries, e-mail marketing and deep qualitative research on the international market of Britain (European Union) to build global connections. I was also responsible for conducting Business calls to different sectors of different industries and making Business marketing plans for future expansion and growth of the firm.

Achievements

- Product Development: Customer Journey Mapping with Miro (Coursera Project Network)
- Data Visualization with Power BI (Great Learning)
- ChatGPT For Beginners (Great Learning)
- ChatGPT For Business Communication (Great Learning)
- The Product lifecycle: A Guide from start to finish (Coursera Project Network)
- International B2B Marketing (YONSEI UNIVERSITY) Coursera
- Introduction to Artificial Intelligence (Great Learning)
- Introduction to Data Analytics (University of Colorado)
- Successful Negotiation: Essential Strategies and Skills (University of Michigan) Coursera
- Marketing in a Digital World (ILLINOIS) Coursera
- Social Media Marketing certified (HubSpot Academy)
- **SAP Certified** (Advance)
- Desktop- III: Professional TABLEAU certified (Tableau software)
- Inbound Certified (Marketing) by HubSpot Academy
- Certified in GOOGLE Digital Garage (The fundamentals of digital marketing)
- Certification in Introduction to Search Engine Optimization (SEO) from University of DAVIS
- Graduated in Digital Marketing Basis Courses by Digital Deepak
- Performed at International stage in Banaras Hindu University (Durgoutsav)
- Worked with NGO – Let's Help Someone and Choti si Asha in Varanasi and Mumbai as partner and music team.
- Organized a Blood Donation Camp for Thalassemia patients.
- Received certificate from IIT BHU in (Kashiyatra)
- Acoustic singer, Guitarist and Youtuber

Education

- PGDM – Global (Marketing & Data Analytics), Doon Business School – (2019-21) – CGPA 8.00/10.00 (80%)
- B.com, Mahatma Gandhi Kashi Vishwanath University – (2019) – 55%
- 12th, (Commerce), Little Flower House – (2016) – 65%
- 10th, Sunbeam School Lahartara – (2014) – 74%

Others

- Languages Known: English, Hindi, French (beginner level)
- Hobbies: Playing Guitar, Singing, listening to music, Love to play basketball, Guitar Teacher