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FALCON ID # 17577

Telecommunication / Business Development Manager

Residential Country : India Nationality : India
Resume Title : Business Development Executive Notice Period : 30 Days

EDUCATION

Qualification	Institute / College /university	Year	Country
Mba/pgdm	Iamr Ghaziabad	2011	India
B.sc	University Of Kalyani, West Bengal	0000	India

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Business Development Executive	Sodexo Svc India Pvt Ltd	India	04/2013	/
Bde	Sbk Trading Associates (Vodafone Eba)	India	01/2012	03/2013

ADDITIONAL CERTIFICATE AND TECHNICAL QUALIFICATION

Name Of The Course	Course Date	Valid Upto	Name Of Organisation
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Current Salary (Monthly In Usd): Not Mention Expected Salary (Monthly In Usd): Not Mention

Additional Skills :

Business Development Executive

Responsibility handling:

Helping organisations in motivating and retaining their best talent through saving taxes of it's

employees

Suggesting and solving various R&R programme issue

Finding new prospects, organizing a meeting with key person and presenting sodexo proposals to them.

Finalizing the commercials and closing the deal and maintain a sound relationship with them.

BDE

Responsibilities Handled:

Visiting various enterprises for generating lead on corporate postpaid connections, ILL, PRI Lines, Toll Free No. etc.

Finding the office location, key person, scheduling a meeting with the key person

Enquiring the necessary data like no of employees, no of branch of that organisation, existing telecomm service provider and their plan etc.

Presenting my plan and finalizing the deal and forward all data to Vodafone RM(Relationship Manager) of enterprise team.

Additional Information :

Career Objective:

Very motivated, sales oriented individual seeking long term employment in an organization where I can display my knowledge, experience and skills as well as further enhance my skills, knowledge and experience to ensure profitability and growth of my employer while being able to face and overcome the challenges of today's changing work environment.

Education Details:

Full time PGDM with Marketing and HR completed in 2011 from IAMR Ghaziabad.

B.Sc with Physics, Chemistry, Mathematics from University of Kalyani, West Bengal.

KEY STRENGTHS

- Knows geographical area of Delhi NCR very well.
- Having professional relationship with various corporate personnel
- Physically sound so travelling and hard working is my plus point
- Excellent sales & new business development skills
- Relationship management & negotiation skills
- Using computer and Internet 2003 onwards. Also having a diploma certificate(DCA) from NIIT.
- Adaptability
- Optimistic, Energetic and Enthusiastic

LANGUAGE KNOWN

- Can read, write and spoke English efficiently
- Can read and speak Hindi
- Bengali is my mother tongue