

201 Creado Apartments,
Juhu Church Raod,
Juhu, Mumbai- 400049 India
P : +91 8898080904
E : hr6@falconmsl.com
W : www.falconjobs.net

FALCON ID # 17581

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
Bca	D.y. Patil College ,university Of Pune	2013	India
Certificate	L. N College Of Science ,balasore, Odisha	2006	India
Xiith	Bashanti Bidya Pitha High School, Balasore,odisha	2004	India

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Team Leader	Worldtech(Bharti Airtel)	India	09/2013	/
Sales Assistants	Tarani Mechanical Workshop(Bhosari)	India	01/2008	12/2009
Front Office Executive	Old Hotel Kalasagar	India	03/2010	03/2011
Sales & Marketing Executive	New Hotel Kalasagar	India	03/2011	09/2013

ADDITIONAL CERTIFICATE AND TECHNICAL QUALIFICATION

Name Of The Course	Course Date	Valid Upto	Name Of Organisation
--------------------	-------------	------------	----------------------

• Computer Hardware From Niit			From Niit
-------------------------------	--	--	-----------

Current Salary
(Monthly In Usd): Not Mention

Expected Salary
(Monthly In Usd): Not Mention

Additional Skills :

Professional Summary:-

Valued contributor who performs confidently and effectively under and thrives on challenge and demonstrated ability to acquire technical knowledge skills rapidly.

Job Responsibilities:-

- Handling 20 sales executive.
- Establish Personal Deliverables, Improvement Targets, Charter and Sales Goals.
- Develop and implement strategic sales plan.
- Make a cold calling.
- Visit potential customers for new business.
- Demonstrating/presenting products.
- Develop the market analysis to identify customer need.
- Identify the new markets and business opportunity.
- Maintaining accurate records.
- Negotiate the terms of agreements and close the sales.
- Handling sales phone calls and emails
- Good team player and should meet or exceed team goals.

Additional Information :

Objective:-

To target and achieve a challenging and high performance oriented role in a dynamic environment where innovation, education and sense of ownership are valued and encouraged.

Academic Qualification:-

- Bachelor in computer science (BCS) from D.Y. Patil college ,University of pune with 53.77% in year 2013.
- C.H.S.E from L. N College of science ,Balasore, Odisha board with 57.62% in year 2006.
- H.S.C from Bashanti Bidya Pitha High School, Balasore,Odisha board with 55.33% in year 2004.
- Computer Hardware from NIIT.

Strengths:-

- Punctual
- Patience
- Confidence
- Friendly
- Excellent interpersonal skills

- Excellent business development skills
- IT skill

Hobbies:-

- Listening Music
- To Talk Any People