

Saurav Panda

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Internal Sales with in-depth knowledge of Services , Over 2.10 years of direct work experience in telephone and email sales. Delivered presentations, demonstrations, and sale actions promoting business opportunities. Maintained customer databases and information for potential consumer sales.

Skills



Work History

- 2021-05 - Current

Inside Sales Specialist

Quantiphi Analytics, Bangalore, Karnataka

 - Develop leads and directly prospect those accounts.
 - Working closely with the BUs & FSRs.
 - Introducing the prospects to the Company .
 - Cold call the targeted customers and follow up with inbound and outbound leads
 - Deal with CEO/Director/VP Level people during the pitching
 - Escalating calls with Regional Director post pitching and convincing.
 - Developed short-term and long-term sales objectives and strategic plans to meet market needs.
 - Working For the Manufacturing & Retail Industry.
- 2020-10 - 2021-05

Business Development Executive

InfoVision, Bangalore, Karnataka

 - Cold call the targeted customers and follow up with inbound and outbound

leads

- Deal with CEO/Director/VP Level people during the pitching
- Escalating calls with Regional Director post pitching and convincing.
- Working for the Retail Industry.

2020-06 - 2020-09

Business Development Associate

RapidValue Solutions, Bangalore, Karnataka

- Develop leads and directly prospect those accounts.
- Pitching services to existing and new clients.
- Cold call the targeted customers and follow up with inbound and outbound leads
- Deal with CEO/Director/VP Level people during the pitching
- Escalating calls with Regional Director post pitching and convincing.
- Industries worked - ISVs, BFSI

2018-10 - 2020-06

Inside Sales Associate

RapidValue Solutions, Bangalore, Karnataka

- Develop leads and directly prospect those accounts.
- Make an average of 80 calls per day.
- Cold call the targeted customers and follow up with inbound and outbound leads
- Gave some promising leads from the 2nd month of the job.

2018-04 - 2018-09

Internship HR Associate

CareerNet Technologies, Bangalore, Karnataka

Undergone Internship at CareerNet Technologies for 3 months.

2017-10 - 2017-12

Marketing Intern

Indian Institute of Management-Bangalore (IIM-B), Bangalore, Karnataka

Endured Internship at IIM Bangalore on Digital marketing for a B2B start-up company "Krigi".

Education

2016-06 - 2018-05

MBA: Marketing & HR

MS Ramaiah Institute of Technology - Bangalore

- Graduated with 6.83 GPA
- Organized Best Manager event in "Vishesh 2k16", a fest of MBA department, MSRIT
- Participated in IPL Auctions conducted by MBA department, MSRIT.

2013-06 - 2016-03

Bachelor of Commerce: Management Honours

Sai International College of Commerce - Bhubaneswar

Member of Rotaract Club

- Director of Rotaract Club 2014-2015
 - Secretary of Rotaract Club 2015-2016
- Graduated with 59.4%Awarded
- SICC intra-college General Quiz winner out of 15 teams.
- Attended SICC Commerce Conclave 2013, 2014, 2015

2011-06 - 2013-05

12th Grade: Commerce

Delhi Public School - Damanjodi

- Graduated with 58%

1999-05 - 2011-03

10th Grade

Delhi Public School - Damanjodi

GPA: 7.0

Certification

AWS Cloud Basic

Interests

Swimming

Cycling

Binge watching

Exploring New Places

Talking to people and getting to know human behavior

Accomplishments

- Co-Curricular Activity was a part of 4 short Videos with production called "PARBATI" and gained profits from it.
- Secured "A" certificate in NCC Procured
- "Best firing Award" in NCC

Languages

English

Excellent

Odia

Excellent

Hindi

Excellent

Declaration

I hereby declare that the details furnished above are true to the best of my knowledge.