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***Sudip Dutta***

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**CAREER OBJECTIVE**

Aim to equip myself with sufficient knowledge and skills in the main functional areas of Marketing, to work and grow in a company.

**WORK EXPERIENCE: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

Name of the Organization : Radiansys Technologies Pvt. Ltd

Position Held : International Business Development

Duration : May 2019 to Present.

Job Responsibilities:

* Responsible for marketing of IT Services like Web Development, Mobile App Development, SaaS Services(Salesforce, AWS, NetSuite, DellBoomi) in international market like US, Australia , UK
* Rich experience in international sales through online freelancing portals like Odesk, Guru, Upwork, Elance,
* Can Analyzebusiness systems and functions; assists in identifying client requirements and provides appropriate documentation for contract and pricing propositions
* Have Closed good number of deals for international processes
* possess strong understanding of customer and market dynamics and requirements
* Provide support in designing contracts and proposal
* Experience working with application delivery, management structures and reporting procedures

Name of the Organization : SE Media Online

Position Held : Snr. BDM

Duration : July 2017 to April 2019

Name of the Organization : Brilliant SigmaWebPvt Ltd

Position Held :Snr. BDM

Duration : August 2014 to Feb 2017

**Significant Job Highlights**

* Overall Prepared the annual Business Development Plan; as well as prepared the annual Work Plan Define and follow up of Quarterly Half-early and yearly targets and objectives.
* Determined new opportunities by analysing business needs. Provide direction, guidance to the Marketing department to ensure alignment with the Company strategies.
* Have extensive experience in performing Business development process Online Marketing, Lead Generation , Internet marketing, SEO, SEM, and Social Media Marketing. Business Development and Marketing Pro-actively hunt for target organizations and establish communications with those businesses that can benefit from our Company's services. Further develop multi-tier relationships to organically grow the clients accounts. Develop the corporate brand strategy.
* Develop and manage marketing tools and collateral for existing and new clients Implement business models so as to create new ventures
* Extensive experience in Full sales cycle ( relevant Lead generation, lead Maturity and lead closing and after sales support )
* Increased the company's involvement with existing clients from USA, UK, Canada and Australia. Developed and delivered the business plans through carrying out research, formulate market analysis and deliver accurate business reports.
* Was responsible of generating USD10000 on monthly basis along with team members contribution.
* Keep a close track to identify and monitor competitors and research market. Involved in extensive market research to understand the market needs for future product development
* Writing proposal like RFP,coordinating with US clients via skype,phone and emails

Name of the organization : MishaInfotechPvt Ltd.

Position Held : Asst. Business Development Manager

Duration : August2013 to August 2014

**Significant Job Highlights**

* Explore & develop new business opportunities and understand client'srequirement and Client Acquisition,Involved in Vendor contract signing and client Relationship management and generate Leads/ Prospects and develop relationships and grow them into clients
* Developed the foundation for many new client accounts and strategically nurtured the already existing client accounts
* Making cold calls to explore new business opportunities and Interact with clients on daily basis and identify staffing opportunities to fulfill
* Be one point contact for Client and company, involve in various business engagement models, Negotiating Rates/Contracts and Revenue Generation
* Assisting Operations department inclosing fruitful business deals.

Name of the organization : Sphinx Worldbiz Ltd.

Position Held : Snr Business Development

Duration : October 2012 toAugust 2013

**Significant Job Highlights**

* Managing business development activities entailing mapping ofnew market segments.
* Management of new opportunities, including routine contact i.e. discern service concerns, forecast future activity, expand service offering, and explore new opportunities within existing clients/new,Responsible for the development and delivery of short and long term strategic business goals, Strategy development, Planning and Reporting.
* Prepare overall marketing strategy together with partners, practice group leaders and senior business management
* Prepare and manage the overall marketing and business development budget Relationship Management
* Identify, analyzes, pursue and report on business opportunities with existing and prospective clients
* Managed multiple projects, prioritize work and balance strategic and tactical issues

Name of the organization : Wecreators

Position Held : Snr.Business Developer

Duration : August 2011 to October 2012

**Significant Job Highlights**

* Making calls with international clients for selling of various applications for their smartphones,mailing clients with proposal and presentations as per their requirements,buildingClientrelationships,bidding for the projects
* Maintaining extensive knowledge of current market conditions and negotiating and closing business deals.

Name of the organization : Prasanna Technologies

Position Held : Technical Supervisor

Duration : Sept 2004 to Mar 2007

**Significant Job Highlights**

* Software marketing,Database handling ,Website marketing
* Preparation of Proposals for clients, Conduct cold calls,networkwith currentcustomers,
* Expand business through new account development,Following the lead and closing the deal
* Ensuring team to reach the confined target each month and client relationship and maintenance of CRM

**EDUCATIONAL QUALIFICATIONS: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Professional:**

Two year full-time Post graduate programme in Planning and Entrepreneurship 2009-11, Leading to a MBA degree from International Management Institute, Belgium–Currently pursuing with specialization in Marketing / Finance

**Academic:**

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| --- | --- | --- |
| School/College | Class | Year |
| KendriyaVidhyalaya,ONGC,agartala | Xth | 1997-98 |
| KendriyaVidhyalaya,ONGC,agartala | XIth | 1998-99 |
|  |  |  |
| Dr.T.M.A.Pai polytechnic | Diploma in Computer Science &Engg(3 years) | 2001-04 |
| Neptune Institute of Management & Technology | Bachelor of Engineering | 2006-09 |
| International Institute of Management,Belgium | M.B.A(marketing & Finance) | 2009-11 |
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**PROJECTS HANDLED:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Live Projects**

1.A project on Management Information System(MIS) of Noonmati Oil Refinery,Assam under Indian Oil Corporation Ltd. was handled where the sales and dispatch of oil,the Total Quality Management of oil,the financial analysis and demand projection of oil was researched upon.

2.A project on Regional Transport Office where the backend was provided by Visual Basic 6.0 and front end by MS-Office

3. A project on KhadiGramodyog ,Delhi where primary data collection about the brand,itsproducts,branding and marketing of khadi,its target customers,advertising techniques and events were researched upon.

4. A project on the finance,marketing and logistics management of Cachar Paper Mill,Assam under Hindustan Paper Corporation ltd. was handled where the various aspects of management like the marketing strategy,the financial report analysis of previous five years,the logistics management of paper and its derivatives was researched upon which gave good hands on experience.

5. A project on McDonald’s marketingstrategy,its survival strategy in the food chain market and its main reason of success in the fast food category in Delhi and India as a whole.

**SUMMER TRAINING DETAILS:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

Company : **Innovative B2B Logistics Solutions Ltd. Delhi**

Project Details : A study on finance,marketing& logistics management of **Innovative**

**B2B Logistics Solutions Ltd. Delhi**

**Desktop Projects**

IS IT THE STATE OR THE MARKET:-A presentation on is it the state that runs the economy or the centre of a country and how proud are we as citizens to run the economy in a positive manner even though big players of world economy fell.

**HOBBIES AND INTEREST:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Watching cricket and listening music and playing congo-bongo**

**LINGUIST PROFICIENCY:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Hindi,English,Bengali,Assamese,Kannada**

**PERSONAL DETAILS :\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

Father’s name: ShriSubodhDutta

DOB: 9th Aug 1981

Sex: Male

Nationality: Indian