

PERSONAL PROFILE :

Father's Name: Lalit mohan sahuo

Date Of Birth: 13/02/1996

Religion : Hindu

Gender : Female

Nationality: Indian

Marital Status: Single

LANGUAGES KNOWN :

- English
- Hindi
- Odia

INTERESTS AND HOBBIES:

- Internet Surfing
- Reading
- Cooking
- Music and Classical dance

PRESENT ADDRESS:

Prasanti Vihar, Patia
Bhubaneswar
751024
State: Odisha

PERMANENT ADDRESS:

D/O- LALIT MOHAN SAHOO
At: Khemala
Po : Khamar, Talcher
Dist- Anugul
Pin-759109
State: Odisha

LIPSA RANI SAHOO

Ph. No. : +91-8249315822

E-mail: lipsa1302rani@gmail.com

CARRIER OBJECTIVE:

I aspire to achieve a challenging position in an organization where I can utilize my knowledge, creativity, teamwork leadership skill and analytical skill for my better career and contributing towards the growth of the organization with my continuous improvement and innovative attitude.

PROFILE SUMMARY:

- 3 years of Professional experience in Service based sales/Marketing.
- A dedicated and results-driven employee with a successful background in the achievement of profitable business growth through the creation and execution of successful sales and marketing strategies.
- Adept Handling sales and marketing operations to stimulate sales growth and realize organizational objectives.
- Solution-driven, customer centric professional with significant experience in handling aspects of SEO/website/software service functions.
- An effective communicator with good relationship building & interpersonal skills. Strong analytical, problem solving & organizational abilities.

ACADEMIC BACKGROUND**GRADUATION (BSC.)****2016**

DHARANIDHARA AUTONOMOUS COLLEGE, KEONJHAR
» North Odisha University

➤ **82%**

HIGHER SECONDARY(SC.)**2013**

JAWAHAR NAVODAYA VIDYALAYA , ANUGUL
» CBSE

➤ **64%**

STRENGTH

- ✓ Confidence
- ✓ Energetic
- ✓ Dedication towards work
- ✓ Always ready to 100% effort
- ✓ Good communication skill and positive attitude
- ✓ Sincere and hard working.

JAWAHAR NAVODAYA VIDYALAYA , ANUGUL

» CBSE

➤ 85%

WORK EXPERIENCE**Business Development Executive, 10/2019 to Present****Suyog Computech (P) Ltd – Bhubaneswar,OD**

- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Negotiated and closed long-term agreements with new clients (international) in assigned territory.
- Developed and promoted successful company sales and account management personnel into leadership positions to drive company growth.
- Reached out to potential customers via phone, email & Skype and in-person inquiries.
- Worked with existing customers to increase purchases of products and services.

Digital Marketing Executive: 08/2018 to 09/2019**AuroIn Pvt Ltd – Bhubaneswar,OD**

- Connecting to prospect customer through email and Skype from international marketplaces.
- Preparing audit reports for the website using different tools.
- Responsible for meeting sales goals and overall quality of service.
- Send follow-up marketing materials and make follow-up monthly calls to establish relationships.
- Call potential, new and existing customers to facilitate new business.
- Perform client presentations articulating the value proposition of product, solution, and service offerings.
- Coordinate efforts to improve the customer experience at the point of sale.

Social media executive : 08/2017 to 03/2018**Changers software Pvt Ltd**

- Writing contents for the face book pages of the domestic clients.
- Cold calling and collecting data from just dial
- Preparing full month social media plan for client

IT SKILL

PGDCA

COMPETENCIES

- ☑ Fast learner. Adapt well to changes and pressures in workplace
- ☑ Proactive and self motivation
- ☑ Work effectively with diverse groups of people

DECLARATION

I hereby declare that the above written particulars are true. I will be responsible if it is found to be forged. It is true to best of my knowledge and belief.

Place:

Lipsa rani sahoo

Date :