

TANMAY RANJAN SATAPATHY

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Summary

An experienced Business Development Associate skilled in BD, Team Management, Skilled at closing B2B and B2C deals, Professional with hands on experience in Client Acquisition, Developing Strategic Relationship and Increasing Profitability.

Education

Regional College of Management
Master of Computer Applications

Bhubaneswar, Odisha
Graduated, 2015

Employment History

Instaminds Technologies & Outsourcing Pvt. Ltd.

Business Development Associate

January 2022 - Present

- Developing and executing strategic sales plans.
- Growing existing accounts.
- Identifying and developing new business opportunities.
- Working closely with the senior management team to ensure that all stakeholders are informed of the progress of the sales team.
- Ensuring that all business development activities are coordinated and executed in a timely manner.
- Documenting the sales process and closing.
- Creating proposals and presentation or case studies to show the exact workflow.
- Providing support to the sales team on all aspects of the sales process.
- Expertise in cold calling to the international market and setting appointments.
- Managing a strong and strategic relationship with leads and clients.

Shiftu Technology Pvt. Ltd.

Business Development Specialist

January 2021 – December 2021

- Gathering customer needs and work with development teams to implement changes based on feedback from the Client.
- Engage senior level directors and managers in the adoption of to-be model.
- Communicate with the cross functional lines of business to understand and document requirements to implement executive management requests.
- Negotiation Skills.

- Independent Communication Handling required for Organization.
- Quick learner and good team player, ability to meet tight deadlines and work under pressure.
- Focus on expanding new Business through cultivating existing clients and exploring new markets.
- Responsible in attracting new Clients and developing new relationship to support new Business.
- Building a Strong and strategic Relationship with leads.

Shiftu Technology Pvt. Ltd.

Sr. Business Development Executive

January 2019 - December 2020

- Achieving qualified outbound leads from assigned vertical.
- Use methods of cold calling, emails, LinkedIn, etc to generate leads.
- Nurture qualified leads to request for proposal.
- Coordinating with BDM, pre-sales solutioning teams before and after the meetings.
- Expertise in cold calling to the US, UK & Canada market and setting appointments.
- Ability to learn Industry vertical and software development services.
- Ability to do scripted calls and non-scripted conversations with prospects.
- Maintain a healthy sales pipeline through outbound. Use sales playbook and reach out to relevant contact in the accounts assigned by sending cold but highly personalize mail.

Shiftu Technology Pvt. Ltd.

Business Development Executive

September 2017 - December 2018

- Solicit Opportunities to speak before the Professional organizations and Business Groups.
- Identifying and Developing potential customers for achieving business volume consistent and profitable.
- Develop client proposals and present at stakeholder meetings.
- Generating business from existing accounts and achieving profitability and sales growth.
- Good Exposure in Business Process Outsourcing.
- Use to touch base almost every part of the globe to bring in direct revenue.
- Improve the bottom line by ensuring opportunities are addressed and deals are closed.
- Reporting the monthly and weekly Progress Reports in the Meetings.

Projects

Learning Management System:

Worked as a Backend by taking care of the features and the functionalities developed for the learning tool. Involved all the stages similar to the Google Classroom including section for Admin and the users.

Client: International (Designing and development of Web app, Maintenance)

Pharmaceutical Management System:

In Pharmaceutical Management System, we developed the billing system to bill the purchase of the items with regards to their quantity and cost.

With synchronization, the datas get synced with the backend of the Mobile and Web App to be displayed in the frontend.

Patient assistance is one of other feature where the users the correct drug assistance with the help of the doctor consultation.

A medicine tracker is a kind of attribute which not only helps the users to track the kind of medicine they are in taking at intervals but also the therapist to prescribe the correct treatment.

Additionally, the advantage of loyalty program is a must to dig in for regular users to save cost on their medicines.

Client: Local (Designing and development of Mobile app & Web app, Maintenance)

School Management System:

Proposed for maintaining and managing the student's data without the use of paper. It purposefully enhanced the quality of students, teachers and Admin with the help of

1. Easy attendance management
2. Better exam management
3. Effortless fee payment
4. Easy homework management.

It mostly aimed in planning, organizing, directing, monitoring, supervising and evaluating all the aspects of school life.

Client: Local (Design & development of the website, Maintenance, Digital Promotion)

Hospitality Management System:

Focused the major portions of Patients, Doctors, Nurses, Other Hospital Staff Members, Tours and Travels, Lodging, Recreation starting from it's initiation, planning, execution, performance/monitoring.

Client: Local (Designing and development of the website, Maintenance, Digital promotion)

Gaming App:

Designed and developed a Betting app called Wiiwage.

Basic Features: Sign up/Login

Select a Player to Bet

Contribute Money (From either side)

Start the Game

The exceptional thing included was betting multiple players with new avatars.

Client: International (Designing and development of Web app, Maintenance)

Professional Skills

Exceptional presentation skills

Persuasive negotiator

Prospecting

Client Relations

Deal Closure of Project

Business Development

Sales Management

Sales Process

Business to Business (B2B)

Business to Customer (B2C)

Hobbies & Interests

Travelling and Photography