

Suparna Dey

Business Development Executive

Seeking exposure for gaining experience & career growth



coolsuparna1995@gmail.com



9898660206



B 1 Hardik Park near honey park ,
Adajan, pincode: 395009, India



WORK EXPERIENCE

Business Development Executive

Galaxy Weblinks Inc

01/2022 - 4/2022

Tasks

- Expertise in lead generation with demonstrated and proven sales results.
- Strong foundation in Handling international clients and team collaboration
- Build & Maintain business relationships with current, and potential clients of the US, UK, etc.
- Systematic in reporting & organizing data

Business Development Executive

Decodeup

03/2021 - 01/2022

Tasks

- Exposure to bidding portals: freelancer & Upwork with follow-up of leads and prospects
- Excellent communication & Convincing/Negotiating skills with Identifying, qualifying, and securing business opportunities.

Business Development Executive

Technotech India (Internship)

12/2020 - 03/2021

Tasks

- Skilled in Bidding projects: Web, Web App, UI/UX, eCommerce & Mobile App Development
- Effective Communicator. Fluent in English

COLLEGE PROJECTS

Reshape physiotherapy : Admin panel from scratch in PHP

Chillicrops: Admin & User Panel in PHP, Laravel framework

EDUCATION

Master's in Information Technology

Auro University

07/2018 - 06/2020

Achieved Distinction with 8.5
C.G.P.A

Bachelor 's in Computer Application

Smt.Tanu Ben & Manubhai Trivedi college

05/2015 - 05/2018

Gained First class

SKILLS

Revenue Generation

Creative

Problem solving

Lead Generation

Goal oriented

Client Dealing

ACHIEVEMENTS

Silver medalist at Auro University (07/2018 - 05/2020)

Attained scholarship at Auro University

in semester 3 & 4

Achieved 1st in Hand-writing & Essay writing
Competition

Ranked 3rd in Maths Quiz Competition

Secured A Grade in Elementary & Intermediate Drawing
Examinations

E-LEARNING

Data visualization: Coursera

Fundamentals of visualization with Tableau: Coursera

Linear Regression & Modelling: Coursera

Foundations of Strategic Business: Coursera

R101: Cognitive

Hadoop 101: Cognitive

Machine learning with Python: Cognitive

Machine learning with R: Cognitive

Introduction to Data Science: Cognitive

LANGUAGES

English

Full Professional Proficiency

Bengali

Professional Working Proficiency

Hindi

Full Professional Proficiency

Gujarati

Full Professional Proficiency

INTERESTS

Reading

Writing

Drawing