



ADITYA PRAMANIK

GET IN CONTACT

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PERSONAL PROFILE

A sales professional with practical experience in both B2B & B2C market for around 9 months. A keen learner and 100% team player. Still on the roadmap of achieving excellence.

CERTIFICATIONS

- MS Suite 2013 -2016 Basic & Advanced Training by Ozran Consulting Iip
- Digital Marketing Basics By Google
- Digital Marketing from Digital Trainee institute, Pune
- Digital Skills by Accenture

OTHER SKILLS

- Excellent problem solver
- Strong Interpersonal Skills
- People Oriented
- Strong Communication Skills

HOBBIES

- Playing Badminton
- Powerlifting

LANGUAGES KNOWN

- English
- Hindi
- Odia

WORK EXPERIENCE

BD ASSOCIATE SALES (PROCUREMENT/SUPPLY CHAIN)

GEP Worldwide Pvt.Ltd | Nov 2020 - Present

- Working as a lead generation associate and responsible for driving leads for the clients of GEP in the field of Supply chain & Procurement
- Collaborating with clients and on sites for better understanding of clients requirement.
- Daily responsibility includes: Cold calling, Email campaigning, Messaging, Prospecting, Complete follow up, Deal closures
- Handling the accounts for the west region in USA, more than 250 accounts till date
- Done market research and followed STP strategy to connect with the RPC and drive leads for the client

SR. ASSOCIATE CORPORATE SALES

Info edge India Pvt.Ltd | Jan 2020 - Mar 2020

- Responsible for selling various range of products for Naukri.com
- Completed outbound calls, up to 400 cold calls and phone calls per week
- Done market research to find out the potential and prospect clients for our business
- Expertise in account based marketing & handled the whole cycle of sales

EDUCATIONAL HISTORY

ICFAI BUSINESS SCHOOL, PUNE

Master's in business administration | June 2018 - March 2020

CGPA: 7.03

CHRIST COLLEGE, UTKAL UNIVERSITY, ORISSA

B.COM (Accounting) | March 2015 - April 2018 AGG: 63.89 %

CHRIST COLLEGE, UTKAL UNIVERSITY, ORISSA 10+2 CHSE I.COM | June

2013 - March 2015 AGG: 72.50 %

SARASWATI SHISHU VIDYA MANDIR, ORISSA

Matriculation, HSC | June 2013 AGG: 77.83 %