

MEGHA SEN

To give my best in my professional pursuit for overall benefit and growth of the organization and to translate my experience, knowledge, skills and abilities into value for the organization.

WORK EXPERIENCE

1. FINO CAPITAL PRIVATE LIMITED

(25/03/2021-25/05/2021)

JOB ROLE-RELATIONSHIP MANAGER

EXPERIENCE-2 Months

Roles And Responsibilities:

- A. Results-driven sales executive with a strong background in generating revenue through cold calling, lead generation.
- B. Sending company profile to the prospects through WhatsApp/Telegram/Email.
- C. Providing the proper entry point and exit point to the customers along with the Cutloss.
- D. Highly skilled in building relationships and identifying sales opportunities.

2. GLOBUSSOFT PRIVATE LIMITED

(26/05/2021-13/12/2022)

JOB ROLE-INSIDE SALES EXECUTIVE

EXPERIENCE- 1 Year 8 Months

Worked on project- PowerAd-Spy (Ad intelligence tool) Where people can able to find their competitors advertisement details through social media marketing platform, like - Facebook Ads platform, Instagram Ads platform, YouTube Ads platform, Google Ads platform etc.

Roles and responsibilities:

- 1. Executed outbound and inbound prospecting calls, resulting in successful lead generation and sales with the access of A-member pro (Dashboard), Freshsales (CRM) .
- 2. Made technical presentations and demonstrated how products met client needs, resulting in increased sales and repeat business. (Daily basis 3-4 demo used to provide)
- 3. Updated job knowledge by studying new product descriptions.
- 4. Provided support through WhatsApp/ Telegram/ Skype/ Freshchat, and closed the deals.
- 5. Handled queries on tickets, refunds and disputes.
- 6. Doing follow-up with the existing clients.

Key points :

- A.** COLD CALLING (BOTH INBOUND & OUTBOUND).
- B.** HANDLING CRM.
- C.** ASSISTING ON TICKET.
- D.** FRESHCHAT.
- E.** EMAIL, SKYPE, WHATSAPP.
- F.** SCHEDULING & PRESENTING PRODUCTS.
- G.** DEMONSTRATION.
- H.** ON BOARDING THE CUSTOMER & CONVERT THEM INTO SALE.

3. TECPLIX TECHNOLOGIES

(26/12/2022 – PRESENT)

- A.** LEAD GENERATION
- B.** COLD CALLING
- C.** SERVICE PRESENTATION
- D.** EMAIL MARKETING
- E.** FIXING APPOINTMENTS

EDUCATION

2015-2019

Electrical Engineering

INSTITUTE OF TECHNICAL EDUCATION AND RESEARCH 12th:-
58% (WBCHSE) 2015
10th:- 70% (WBBSE) 2013

TRAININGS

- Joined ABC in Bangalore, Aug 12th, 2019 (JAVA and Testing)
- SUMMER TRAINING

18/6/18-30/6/18

CESC LIMITED, Kolkata

DEPARTMENT: Mains

From 18/6/18-23/6/18 – Calcutta North District From
25/6/18-30/6/18-Utility

2018

TECHNICAL SKILLS

- Manual Testing
- Core Java
- Array
- Data Type
- String
- Encapsulation
- Inheritance
- Abstraction
- Polymorphism
- Interface
- Collection

SKILLS AND ABILITIES

- Adaptive
- Confident
- Optimism
- Analytical
- Communication
- Team Player
- Problem Solving

ACADEMIC PROJECTS

GRAPHICAL USER INTERFACE – 2017

This project helped us in creating a user friendly graphical user interface where user can distinguish between different types of filter and judge which is better and the working principle.

DESIGN AN AUTOMATIC BATTERY LEVEL INDICATOR - 2017

Battery level indicator indicates whether a battery is charged or not. Here in the circuit a Zener diode is used to indicate the amount of voltage in a battery by glowing LED'S.

PERSONAL DETAILS

DOB: 25th November, 1996

MOB no: 86 176324 10

MAIL:meghasen202000@gmail.com

Languages: English, Bengali, Hindi Hobbies:

Gardening, Painting Permanent Address:

Bardhaman, West Bengal, India.

DECLARATION

I hereby, declare that the information furnished above is true to the best of my knowledge.

MEGHA SEN-