

AMIYA ANUPAM BEHERA

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EDUCATION: Bachelor of technology in Mining Engineering, I.I.T. Kharagpur (2018 graduate)

PROFESSIONAL EXPERIENCE

Company: Talville

Duration: July 2019 – June 2020

Role: Business Development Executive and Recruiter

Business Development Executive:

- Successfully identified and pursued new business opportunities, contributing to a steady increase in client acquisition.
- Cultivated and maintained relationships with clients, ensuring high levels of satisfaction and repeat business.
- Conducted market research to identify potential clients and industry trends, aiding in informed decision-making.
- Played a key role in the development of marketing materials and presentations for client pitches.

Recruiter:

- Played a key role in designing comprehensive job descriptions, sourced, screened, and conducting preliminary interviews with potential candidates, ensuring a high-quality talent pool.
- Facilitated the recruitment process by submitting resumes to clients and coordinating interview dates with clients and prospective candidates.
- Maintained open communication with clients to understand their specific hiring needs and preferences.
- Implemented improvements to the recruitment process, enhancing efficiency and candidate experience.

Team Collaboration:

- Actively participated in team meetings, providing insights and updates on business development and recruitment activities.
- Collaborated with colleagues to address challenges, share best practices, and optimize overall team performance.
- Played a key role in fostering a positive and collaborative work environment within the small startup team.

POST-WORK EXPERIENCE (Due to COVID-19)

UPSC Exam Preparation (June 2018 – May 2023):

- Actively preparing for the UPSC (Union Public Service Commission) exam with a focus on diverse subjects.
- Engaged in multiple attempts at the UPSC preliminary exam annually, showcasing resilience and commitment.
- Demonstrated a commitment to continuous learning, adapting study strategies based on feedback and experience.
- Demonstrated adaptability by adjusting study strategies, incorporating feedback for continuous improvement.

Tutoring Experience (July 2020 – November 2023):

- Provided personalized tutoring in Mathematics and English, positively impacting over 50+ students.
- Fostered a positive and interactive learning environment to enhance students' understanding and interest.
- Effectively communicated complex concepts in a simple and understandable manner.
- Welcomed feedback from students and parents, incorporating suggestions for continuous improvement.
- Implemented effective teaching methods, resulting in over 20% improvement in student performance.

EDUCATION

Bachelor of technology in Mining Engineering, I.I.T. Kharagpur (2018 graduate) C.G.P.A.: 6.03/10

BACHELOR'S DISSERTATION

Title: An investigative study in slope stability analysis of dump slopes in open pit mines

- Investigated rock surface conditions in dump slopes of surface mines and analysed their stability.
- Interpreted the practical observation by applying numerical modelling in FLAC software.

INTERNSHIPS & TRAINING

South Eastern Coalfields Ltd., Korba, Chhattisgarh – 2017

- Briefly studied about the location, geology, methods of mining, production, types of machinery deployed in Gevra mine, Bagdeva mine and Kapildhara mine.
- Studied the contemporary technology used in mine rescue activities. Gave a brief presentation on possible scopes of improvement.

Uranium Corporation of India Limited, Narwapahar, Jharkhand - 2017

- Studied about the location, geology, methods of mining, production, types of machinery deployed in Narwapahar and Turamdih.

Indiecrafts Pvt. Ltd.

- Designed webpages using HTML and CSS.
- API integration of payment gateway using Python.
- Conducted survey on handicrafts market opportunities.

SKILLS AND EXPERTISE

Languages: English, Hindi, Odia

Coding languages: Python and SQL

- Proven resilience and determination through consistent efforts in both professional and personal pursuits.
- Strong communicator with a track record of fostering positive environments for clients and students alike. Able to synthesize and deliver complex information to a diverse audience.
- Upholds a positive mindset, leveraging setbacks as opportunities for personal and professional growth.