Debasish Dash Pani

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CAREER OBJECTIVE

Seeking a position in a Limited Company for the post Associate where I can use my talent and experience in giving required output.

TECHNICAL SKILLS

- Knowledge about CRM tools [Leadsqaure,Salesforce,ZOHO],Cold calling, Email marketing,Prospecting,Negotiation,Post Sale management, market research, Lead generation, Demand generation, Business Development, Solution Selling, Business Strategy
- **Python (Numpy, Panda, Sklearn, Scipy)**, Data science, Machine Learning application-Linear Regression, Logistic Regression, Decision tree, Neural Network, Random forest technique.

WORK EXPERIENCE

- Working as Senior Inside Sales Associate in Byjus, The learning Application from 6th July 2021 to 9th June 2023.
- Worked as Senior Education Counselor in Vedantu Learning APP from 31st Dec 2020 to 6th July 2021.
- Senior Business Development Executive Sahara India Pariwar in the digital project 'Edunguru', a learning app and 'Winds', an upcoming e-commerce start-up from 10th Aug 2018 to 29th Oct 2020. Both B2B and B2C sales are look after by me in major regions of Odisha.
- Graduate apprentice trainee in OPTCL Odisha from 29th August 2016 to 28thAugust 2017.
- Visiting faculty in Bhubananda Orissa School of Engineering(BOSE),Cuttack in the department of Electronics and Telecommunication engineering from 1st July 2015 to 31st Dec 2016.

EDUCATION

- Post Graduate Programme in Data science from IIBM institute of Business management, Meerut, Uttarpradesh
- Master of Technology in Power System Engineering from College of Engineering and Technology, Bhubaneswar, 7.33CGPA
- Bachelor of technology in Electrical and Electronics Engineering from Gandhi Institute for Technology(GIFT), Bhubaneswar,7.06 CGPA
- +2 Science from Stewart Science College,Cuttack,64% aggregate
- 10th from Secondary Board High School,Cuttack,77% aggregate

PROJECTS

- Automatic generation and control of an inter connected power system using bacteria foraging optimization algorithm. (M.tech project)
- Voice controlled wheel chair (B.techproject)
- Bidirectional speed control of single phase induction motor (B.techproject)

CERTIFICATION

- Certification of completing 1 year graduate apprentice training from Board of Practical Training Eastern Region, Kolkata- (2017-2018)
- Programmable logic controller from CTTC Bhubaneswar-1 month (2012)
- Business English Certification course from Cambridge university (2011)
- Foundation course of Cyber Security course by CISCO Network Academy(2019)
- Post graduate programme in Data science from IIBM institute of Business management, Meerut, Uttar Pradesh.

DECLARATION

I hereby declare that all the aforementioned statements are true to the best of my belief and knowledge.

Thanks