



Rahul Debnath

PROJECT MANAGEMENT |
SALES & MARKETING
SPECIALIST

Contact



Guwahati, Assam, India 781003



[Personal Portfolio](#)



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Skills

Project Management



Technical



B2B & B2C Sales Specialist



Operations



About

I believe I have the skills and qualities needed to be effective in Business. I am someone who is passionate about Tech since I joined Corporate, so I started learning Technical terms. And decided to work as a Product Manager which is the perfect combination of Business and Technical.

I am eager to work as a Product Manager and help build products and be the voice of customers.

Education History

Master of Business

Currently

Administration in IT Management,
Symboisis University.

Bachelor of Science,
Information Technology,
Guwahati University.

08.2022

AISSCE, Commerce,
Swadeshi Junior College

05.2018

High School Diploma
Gurukul Grammar Senior
Secondary school

04.2016

Work Experience

Intellemo (SAAS/ AdTech)

01.07.2022-30.8.2022

Business development specialist.

- Devised and implemented an effective sales process, consistently achieving the established sales goals.
- Proactively interact with customers to recommend the best marketing campaigns.
- Resolving quarries of new & existing clients to reduce the churn rate.
- Escalating the bug issues to the engineering team faced by the clients.
- Monitored customer buying trends, market conditions, and competitor actions to adjust strategies.
- Collaborated with product managers and software engineers to identify software performance/improvement opportunities and integrate new features.
- Was working under Agile methodology Sprints.
- Responsible for managing and growing territory and maximizing it.
- Responsible for meeting and exceeding assigned revenue.

Technical Skills

- Project Management
- Jira (Project Management tool)
- PRD(Product Requirement Document)
- HTML
- CSS
- Figma/Invision/Balsamiq/Canva
- Prototyping
- Product Roadmap
- Agile Approach
- Proficiency in MS Office, MS Excel, MS Word, and Google Docs
- Ticketing
- CRM: Salesforce, Hubspot and lead squared.
- MS WORD/MS EXEL
- Inventory Management
- FMCG & Grocery products

Certifications

- **Google Product Management**
- **Fundamentals to CSM**
- **HTML & CSS**
- **Responsive Web Designing**
- **ADCA (ADVANCE DIPLOMA IN COMPUTER APPLICATION)**
 - Web Designing with HTML
 - Tally ERP 9
 - C Programming language
 - Programming with VB. Net
 - Computer Fundamentals
 - Fundamentals of Networks
 - Internet&Email
 - Ms-office
 - Dos
- **NCA examination Certificate)**

Projects

- Personal Portfolio [Click here](#)
- MOM'S COACH (PRD+Wireframe+Mockup/Design+Prototype) [Click here](#)
- AI COOK (PRD+Wireframe+Mockup/Design+Prototype) [Click here](#)

Acomplishments

- Recognition for being Best New comer for making highest Revenue with Rank- 1 certification.
- Used Microsoft Excel to Develop inventory tracking spreadsheets
- Represented INDIA and achieved 3rd Prize in INDO-NEPAL Mini Football.

Lawsikho (EdTech)

15.09.2021-28.06.2022

Sales Associate

- Counseling of prospects and selling of different courses.
- Handling international clients with proper counseling/demonstration with PPT .
- Coordinated 8 Workshop/Bootcamp and conferences and create marketing collateral to reach greater potential customers.
- Built and managed an accurate sales pipeline to maintain a high volume of activity.
- Handled Inbound & Outbound IVR calls.
- Identified new outbound marketing. channels for generating prospectfull leads.
- Handled both B2B & B2C

Basket online (E-COMMERCE)

01.03.2020- 30.08.2021

Business Development Representative

- Developing Vendors in Different Regions and maintaining Relationship.
- Contribute in internal meetings & Decision makings.
- Handing designated MIS Team for Analytics & Data Product team.
- Collaborated with sales and marketing departments to support business objectives and client acquisitions.