DHANANJAY BAL
Customer Relationship Executive

An independent & self motivated person with proven & tested business, sales & operational skills. The ideal environment will be professionally stimulating and will offer opportunities for career advancement.

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WORK EXPERIENCE

Customer Relationship Executive
ISERVEU TECHNOLOGY PVT LTD.

09/2018 - 11/2019   *Bhubaneswar*

It's a Fin-tech company, which has aim to provide banking solutions to non - banking masses of rural areas in India.

TASKS & RESPONSIBILITIES-

- Both Operation & Sales .
- Networking .
- Lead Generation, Cold Calling, Up-Sell and Cross- sell .
- Tackling the customers issue & solve them (24*7) .
- Regular follow up for business development .
- Monitor, report & analyze Clients- volumes, forecasts & order conversion.

EDUCATION

Bachelore in Computer Application
MITS SCHOOL OF BIOTECHNOLOGY

09/2014 - 05/2019   *BHUBANESWAR, IN (PERCENTAGE: 65%)*

INTERMEDIATE
S.V.R.C (BHUBANESWAR)

06/2012 - 04/2014   *63%*

MATRICULATION
BINAYAK DEV HIGH SCHOOL

04/2009 - 04/2012   *82%*

SKILLS

1. DIGITAL MARKETING (GOOGLE ADWORDS) .
2. MS OFFICE (V LOOK UP, PIVOT TABLE) .
3. Strategic Planning .
4. Business Development .
5. Customer Success (Account Management) .
6. Revenue Growth .
7. Goal Oriented .
8. Verbal & written communications .
9. Energetic team player & Fast learner .
10. Diligent, Versatile & Flexible in work .

PERSONAL PROJECTS

Co-founder: TIP2PAY ENTERPRISE (12/2019 - Present)
- A platform which helps to sort out the banking challenges for the rural area peoples .

ACHIEVEMENTS

STATE LAVEL PRATIVA AWARD (03/2008 - 03/2009)
Its an award which was given to the 3 bright students of each zone of the state.

LANGUAGES

ENGLISH
Professional Working Proficiency

HINDI
Native or Bilingual Proficiency

ODIA
Native or Bilingual Proficiency

INTERESTS

GYMING   CRICKET   TRAVEL

READING (FINANCIAL NEWS, STOCKS/TRADING & STORY)

LEARNING (JAPANESE)