

DIGANTA KUMAR MUDULI

PROFESSIONAL SUMMARY

To seek for a challenging position where I can utilize my knowledge and training with rooms for growth and career development. To gain enough experience to be exposed to the working world. To build good communication skills and better human to human interaction.



- Actively engaged in strategic planning meetings with shareholders.

EXPERIENCE

Business Development Associate, 01/10/2024- Present **Berger Paints India LTD.**

- Managed painter and contractor network to drive secondary sales.
- Executed promotional activities to boost brand visibility.
- Led a team of field executives to meet home painting service targets.
- Organized local events and meetings to generate leads and build relationships.
- Monitored market trends and competitor activities for strategic planning.
- Handled incentive programs and ensured smooth redemption processes.

Business Development Associate, 04/2023- 11/2023

WizKlub Learning– Bangalore

- Currently working as a Business Development Associate at Wizklub Futurz.
- Cold calling and speaking to clients about product offerings and services.
- Contacting potential customers (parents and students) to set up meetings, and counsel the students on learning pedagogies and the Wizklub personalized learning journey.

Customer Care executive , 02/2022 – 03/2023

BETA BLINK content LLP

Resolve customer issues and complaints in a professional and courteous manner, escalating as needed.

*Document all customer interactions in a clear and concise manner using our internal customer relationship management (CRM) system.

*Collaborate with other teams to ensure timely resolution of customer issues and follow up on customer inquiries to ensure customer satisfaction.

*Proactively identify and suggest improvements to customer service processes and procedures.

*Maintain a high level of product and service knowledge to effectively support

Business Development Executive, 06/2021 - 01/2022

SAHOO CONSTRUCTION – CUTTACK

- 6 months worked as a Business Development Executive at SAHOO CONSTRUCTION
- ROLE-
- Answered customers' questions regarding products, prices and availability.

ACCOMPLISHMENTS

PROJECT:

- Minor Project: Vibration analysis of sandwich plate using ANSYS.
- No Of team members: 3
- Position: Group Leader
- SUMMER TRAINING AND INTERNSHIP:
- Attended 1 month ANSYS course conducted by Central Tool Room & Training Centre, Bhubaneswar in college
- Attended Internship and workshop on Automotive IC engine and motor bike engineering at Expertshub, Bengaluru.

SKILLS

- ServiceNow uses industry Java script.
- Knowledge in serviceNow Working with different modules such as Incident Management, Service Catalog, Problem Management, Change Management, Project Management and CMDB
- Operating system: Win98, Win2000, Windows XP, Vista, Window7
- Brief knowledge about Microsoft office
- Software: ANSYS

FAMILY PROFILE

Father: Mr Gobardhan Muduli

Occupation: Govt Employee

Mother: Mrs Tulasi Muduli

Occupation: House Wife

EDUCATION

B.Tech MECHANICAL ENGINEERING, 2019

GOVERNMENT COLLEGE OF ENGINEERING KALAHANDI -
Bhawanipatna, ODISHA CGPA: 7.59

12th COUNCIL OF HIGHER SECONDARY EDUCATION ODISHA, 2015
SAI KRIPA RESIDENTIAL COLLEGE FOR
SCIENCE & TECH. - Dhenkanal, ODISHA

10TH,BOARD OF SECONDARY EDUCATION ODISHA, 2013 GOVT
HIGH SCHOOL
SINGISARI -
NABARANGPUR,ODISHA 55%

DECLARATION

I hereby declare that all the details
furnished above are true to the best of my
knowledge. Place: Bhubaneswar

CONTACT

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CORE QUALIFICATIONS

- Customer behaviour analysis
- Customer review monitoring
- Sales and market development
- Business development strategies

