# DEEPAK M P

## CONTACT

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## SKILLS

*Prospecting *Product Demonstrations *Proposal Writing *Revenue Development *Account Management *Customer Service *Business Development *Relationship Building *Pipeline Management *Sales Presentations

**80%**

## ACHIEVEMENTS & AWARDS

1st price IN PAPER PRESENTATION on the structures. 1st in FACE PAINTING GITAM University Bangalore. 1st prize in Ramanujan ART, GITAM University Bangalore 2nd prize in BMS IT college Bangalore for PAINTING. Presenting a portraits to Directors of ISRO and WHO.

## OBJECTIVE

To enhance my professional skill, capabilities, and knowledge in an organisation which recognise the value of hard work and resilience with responsibilities and challenges.

## EXPERIENCE

### Training and placement officer | assistant professor
**1/6/2024 - Present**

IEMS B SCHOOL.

#Placement Success: Facilitated student placements in top companies, achieving high placement rates. Built strong industry partnerships to enhance job opportunities.

#Curriculum Development: Updated curriculum to align with industry standards, ensuring students acquire relevant skills and knowledge.

#Student Guidance: Provided career counseling, including resume building and interview preparation, improving job readiness.

#Industry Collaboration: Coordinated recruitment drives, guest lectures, and seminars, strengthening industry relationships.

#Academic Contributions: Taught core business subjects, supervised projects, and contributed to academic research and publications.

### Business Development Associate
**10/2/2024 - 15/5/2024**

SCALER

- Generated a total revenue of $1.844 Million as an individual contributor in 3 months.
- On daily KRA, connecting 15-20 potential clients and prospecting.

## LANGUAGES

English Hindi Kannada Telugu

## ACTIVITIES

Team leader in GITAM University of the ART CLUB. Leading over 50 students in speaking and communicative Club of the college,Presented PORTRAIT to Soumya Swaminathan(Deputy Director General of Programmes at the World Health Organization) and Nadhabramha Hamsalekha(south Indian music director).

○ Successfully exceeded quarterly sales targets by an average of 52% through

○ Conducted product demonstrations and presentations tIdentified and developed relationships with potential clients to generate new business opportunities.

○ Analyzed industry trends and identified potential growth areas for the organization's product offerings.

○ Researched competitors' activities to stay abreast of industry trends, developments, and changes in customer requirements.

○ Collaborated with internal teams such as finance, operations, marketing. to ensure a unified approach towards achieving organizational objectives.

### Business Development Manager
11/2022 - 12/2023

Krishna Cool LTD - Newcastle,UK.

**\*** Ensure the delivery of excellent service to our recharge customers based on their respective segmentation and agreed SLAs through the effective management.

**\*** Monitors the performance of suppliers through team feedback, recharge data and metrics, liaising with the Director of Service Excellence and other key stakeholders to address any shortfalls in supplier SLAs that impact on our customers and/ or the Company.

### Engineering manager
02/2022 - 11/2022

Paripoorna Construction Company.

**\*** Led design efforts, ensuring compliance and optimising structural integrity for bridge and pipeline (Yettinhole project in Karnataka) according to the government's code of conduct.

**\*** Managed on-site activities, conducted inspections, and ensured high-quality work within project timelines.

**\*** Proactively addressed construction challenges, mitigated risks, and applied problem-solving for successful project completion.

### Business Development Associate (BDA)
06/2020 - 01/2022

Lido learning - Bangaluru, India.

* Successfully identified, qualified, and closed business deals.
* Managed a portfolio encompassing 5 verticals and related services.
* Coordinated with pre-sales and post-sales teams to foster business growth.
* Executed daily cold-calling activities, reaching out to 70+ potential clients.
*Achieved a notable 7% to 12% monthly closing rate from these efforts.
* Engaged in collaborative efforts with cross-functional teams to develop innovative solutions tailored to clients' needs.

### Volunteer Service.                                    . - .
The Akshay Pathra Foundation
Volunteer service

- The Akshay Pathra Foundation supporting the program development process by assisting in planning, coordinating, and

- implementing various projects and initiatives.Opportunity to interact with teachers and students with regards to feedback and guidance towards importance of nutrition.

- Volunteeing service during COVID-19 lockdown - distributing happiness kit(sharing grocery kits and cooked meals) with also the safety measures.

- Responsibilities included research, data collection,creating presentations, and collaborating with team members to develop awareness among University students to fight against hunger.

- The role often involved administrative tasks,communication, and helping to ensure projects are on track and meet their goals.

## EDUCATION

Msc - International Business management                  2023
Northumbria university-NEWCASTLE,UK.
Level 7

B.Tech-Civil Engineering                                2020

GITAM University  -  Bangalore
8.25

**Pre-University college: Science**                                    2015
CHETHAN COLLEGE- Hubli
65.50

**Secondary education.**                                                2012
SDM SriManjunatheshwar Central School  -
Hubli
CGPA -8.00/10

## PROJECTS

AN EVALUATION OF THE EFFECTS OF MOBILE MARKETING ON CONSUMER BEHAVIOUR - A CASE STUDY OF SUBWAY, UK

EXPERIMENTAL INVESTIGATION ON MICROSTRUCTURE & DURABILITY OF CEMENT CONCRETE BLENDED WITH PVC DUST & SILICA FUME".

## PERSONAL STRENGTH

1.Artist, being creative thinker, analysed implementations.
2.Self motivated,
3.Good communication and documentation skills,
4.Time management and ability to meet deadlines.