





# KUSHAL DEBNATH

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## PROFILE

Results-driven mechanical engineering graduate with hands-on experience in Sales Executive/BDE. Strong technical background in mechanical engineering, coupled with skills in client relationship management, and delivering innovative, tailored solutions. Passionate about utilizing engineering expertise to solve complex problems, improve operational efficiency, and drive growth through technical innovation. Ready to bring mechanical engineering knowledge and cross-functional skills to new technical roles and opportunities.

## WORK EXPERIENCE

■ 2024 Jan - 2024 Aug

Biofics Pvt Ltd || Surat,Gujrat

**Business Development Executive(Sales Executive)**  
**Professional Experience in Waste Management and Environmental Services**

I have worked with a leading waste management company specializing in environmental services, where I contributed significantly to various projects, including the development of a Biogas and Organic Waste Composting Machine. My role involved:

**Lead Generation:** I sourced leads through various platforms, including IndiaMART, company website inquiries, LinkedIn, and direct email and phone inquiries.

**Proposal Development:** I crafted and sent tailored proposals to meet the specific requirements of two clients, ensuring alignment with their needs.

**Client Follow-Ups:** I maintained consistent communication with clients, taking follow-ups to foster relationships and encourage decision-making.

**Pipeline Management:** I created and managed daily pipelines to track progress and identify opportunities for engagement.

**Cold and Hot Calling:** I identified potential clients through cold calling and engaged existing leads through hot calls to build rapport and discuss solutions.

**Online Meetings:** I scheduled and conducted online meetings with customers, providing demonstrations and addressing inquiries.

**Client Visits:** I conducted physical visits to client sites, which allowed me to understand their needs better and demonstrate our commitment to service.

I have collaborated with a diverse range of clients, including **government agencies, private organizations, and vendor companies**. Notable clients I have worked with include **ITC, Tech Mahindra, Godrej, Imphal Airport, Indian Army and various other reputable private companies**. My ability to convince clients about our products and effectively solve their problems has been key to my success in this role.

## EDUCATION

**2023**  
**TECHNO MAIN ,SALT LAKE**  
**B.tech in Mechanical Engineering**

**2020**  
**CONTAI POLYTECHNIC**  
Diploma in Mechanical Engineering

## SKILLS

- Client Coordination
- Basic programming Language
- Team work
- Problem Solving
- Technical Knowledge

## INTERNSHIP

Indian Railways | 2020 Kharagpur,West Bengal  
Project report submit: **Fuel injection system of WDM 3A Locomotive**  
**South Bengal State Transport corporation |**  
2021 Durgapur,WB

**Web Developer**  
TechnoHacks EduTech Official | 2023 Maharashtra  
**Web Developer & C**  
Ejobindia | 2023 Kolkata ,WB  
Project:Online electronic Product Managment

## LANGUAGES

- English (Beginner's Level)
- Hindi
- Bengali