

Resume

Name : Trambak Dhande

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Career Objective:

Looking for a change where I can get a challenging and responsible position in an organization & prove my skills and contribute to the growth of the Organization as well as my career.

Professional Objective:

- Searching for new clients, finding new potential services to offer, and helping the company expand to new markets.
- Prospecting: Identifying potential customers through various channels (e.g., cold calling, networking, social media).
- Qualifying Leads: Assessing potential customers' needs and determining whether they fit the company's products or services well.
- Pitching: Presenting the company's products or services to potential customers, highlighting their benefits, and addressing concerns.
- Negotiating: Discussing terms and conditions of sales with customers, aiming to achieve mutually beneficial agreements.
- Market Research: Gathering information about industry trends, competitors, and customer preferences.
- Knowledge in SQL, PHP, HTML, CSS, LARAVEL, etc
- Knowledge of LINUX basic commands.
- I have done an Automation Software Testing course.
- Generated high-quality organic leads through LinkedIn, Crunchbase, Apollo, lusha, skrapp, GetProspect, etc.
- Finding prospects on LinkedIn on their c-suite, MD, CEO, CTO, etc.
- I specialize in lead generation, market research, digital marketing, and SEO.
- Conducting market research and identifying potential clients for IT services.
- Cultivating strong relationships with new clients, while maintaining existing client relationships.

Experience:

- **Aimtoz Technologies Pvt. Ltd.** (From Aug 2020 - To Mar 2024) working as BDE
 - Description: Identify and target key decision-makers within the domestic market companies within the India region. use of various tools and tactics to produce leads that will increase revenue.
 - Identify potential clients or business opportunities through various channels like networking, cold calling, email campaigns, and industry events.

- Use CRM tools to maintain records of leads and track progress.

□ **The Tech Cubes** (Oct 2019 - Jun 2020) working as Sr SEO Analyst/Lead Generation.

Description: Responsible for executing SEO strategies, conducting keyword research, monitoring SEO performance, and supporting SEM campaigns to improve website visibility and drive traffic.

□ **Digital Xpressions Inc.** (Apr 2018 - Sept 2019) is working as a Jr. SEO executive.

Description: Conduct on-page and off-page optimization, including link building, to improve website visibility and authority.

□ **PRGX Global Inc.** (Aug 2015 - Feb 2018) is Working as a Data Process Executive

Description: Insert vendor invoice data by inputting text-based and numerical information from source documents in the tool Validate invoice information in the tool and edit/correct the information

Skills:

- **Web Technologies:** HTML, CSS, Bootstrap, PHP, Laravel, JavaScript, JQuery.
- **key skills:** project management, SEO, social media, lead generation, sales prospecting, problem-solving, market research etc.
- **Database:** MySQL
- **Operating System:** Windows/Linux

Education Details:

□ **Bachelors of Computer Science**

Kalinga University, Raipur

Pass out year - 2019.

□ **Diploma In Computer Technology**

J.T.Mahajan Polytechnic, Faizpur

Pass out year - 2014.

□ **HSC**

Nutan Madhyamik Vidyalaya, Chinawal

Pass out year - 2009.

□ **SSC**

Nutan Madhyamik Vidyalaya, Chinawal

Pass out year - 2007.

Personal Details:

- ☐ Date of Birth: 20/07/1991
- ☐ Gender: Male
- ☐ Marital status: Unmarried
- ☐ Language: English, Marathi, Hindi
- ☐ Address: At/Po Chinawal Tal-Raver Dist-Jalgaon

Place:

Date: