

KUSHAL MITRA

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CAREER OBJECTIVE

Adaptable professional with 2.6 years of work experience and proven knowledge of leadership, problem-solving, and workflow prioritization. Ability to complete tasks on time in both individual and team settings. Dependable and reliable, ready to learn and grow with your company.

EXPERIENCE

- **SENIOR BUSINESS DEVELOPMENT EXECUTIVE** Mordor Intelligence Pvt. Ltd
Hyderabad *January 2020 - June 2022*

- Closed opportunities with senior-level executives and decisions makers.
- Set up and onboarded new accounts.
- Built business relationships with current and potential clients via face-to-face meetings or video conferencing to deliver opportunities.
- Collaborated with internal resources and external networks to prioritize and penetrate key accounts.

Domains: Aerospace and Defense, Automobiles, Home and Property Improvement, Real Estate and Construction, Logistics, Healthcare and Diabetes, Hospitality and Tourism and Financial Services and Investment Intelligence

Worked closely with the above-mentioned domains across three shifts (US, MEA, and APAC). I have experience of working with navigator tools like LinkedIn to get in touch with prospective clients and meet target.

EDUCATION

- **MASTER OF BUSINESS ADMINISTRATION (M.B.A.) IN MARKETING**
NSHM Knowledge Campus, Kolkata *July 2020*
- **BTECH IN ELECTRONICS AND COMMUNICATION ENGINEERING**
Academy Of Technology, Kolkata, WEST BENGAL *September 2018*

CERTIFICATIONS

- Business Analytics, Harvard Business School Online

SKILLS

- Customer Trend Analysis
- Market Research
- Client Consultations
- CRM Platforms
- Pipeline Development
- Lead Qualification

LANGUAGES

- **English**
Fluent
- **Bengali**
Native
- **Hindi**
Bilingual

AWARDS AND RECOGNITIONS

Limelight Award (01/2021 - 01/2022) For thinking out of the box and creating value proposition for our clients - Mordor Intelligence Pvt. Ltd.

HOBBIES AND INTERESTS

- Games
- Music
- Travelling

ADDITIONAL INFORMATION

- Date of Birth 31/03/1995
- Alternate Email Id mitra.kushal31@gmail.com
- LinkedIn ID <https://www.linkedin.com/in/kushal-mitra-362a7b171>
- Permanent Residence 5/2, Babubagan Lane, Dhakuria, Kolkata – 700031.India
- Passport Available
- Driving License Available