

Bikash Kumar Behera

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Professional Summary

Results-oriented Sales & Marketing Executive with 1.5 years experience at Ceasefire Industries. Skilled in lead generation, B2B meetings, product demonstrations, quotations, pricing negotiation, and closing sales. Seeking to add value in a sales and business development role.

Skills

Communication, Presentation, Negotiation, Territory Management, Multitasking, Problem solving, Marketing. Relationship building, Follow up, Closing deals, Adaptability, B2B sales.

Experience

Ceasefire Industries Pvt. Ltd. — Business Development Executive (Aug 2024 – Dec 2025)

Prospected and generated leads, met decision makers, conducted demos; submitted quotations; fetched orders and maintained client relations.

Rebuilt — Business Development Intern (2 Months)

Lead generation support and sales coordination.

eAge Electronics — Business Development Intern (2 Months)

Education

PGDM (Marketing & Operations), IBMR Group of Institutions, Gurgaon - 2024

Bachelor of Arts, F.M. University, Odisha

Higher Secondary, KCPM College, Odisha

Matriculation, Danger Pada High School, Odisha

Certifications & Training

Entrepreneurship Development Program (NSIC Okhla — 21 Days)

Leadership & Extracurricular Activities

Captain of college cricket team — secured tournament victory.

Represented college in inter-college tournaments.

Personal Details

Date of Birth: 09/10/1999

Nationality: Indian

Languages: Hindi, English, Odia