

BIGESH DEVKOTA

MARKETING PROFESSIONALS



PROFILE

I am looking for a challenging position where rewards are directly proportional to effort, skill and application. I aim to use whatever little experience I have gathered in a professional and ethical environment. I have an open mind and I am well versed into getting people to think along my lines. I am extremely numerate and computer literate. I am under no illusions to the task in hand and I am fully committed for a successful future.

☎ 0582092070

✉ bigesh.devkota777@gmail.com

📍 Rolla St, Bur Dubai

SKILLS

- Financial reporting
- Inspirational leadership
- [Language]proficiency
- Sales management
- Business development
- Relationship Management
- Computer literate

EDUCATION

SECONDARY SCHOOL

Trichandra College
Kathmandu, Nepal

BACHELOR OF COMMERCE

IEC University
Himachal, India

REFERENCE

Academic, Employer and Personal references are available on request.

Visit Visa valid till 27 Nov, 2024

WORK EXPERIENCE

BRANCH SUPERVISOR

Delma Exchange LLC

June 2011 – Sep 2018

- Conducted customer feedback surveys to improve service levels.
- Shaped business strategy with compelling vision and data analysis.
- Developed annual branch business plans for maximum profitability and effectiveness.
- Mentored staff to increase sales success and productivity.
- Completed audits and checklists to achieve regulatory compliance.
- Maximised branch revenue by optimizing operations. Designed sales and service strategies to improve revenue and retention.
- Boosted customer base, acquiring new customer sand identifying needs to deliver relevant products.
- Performed appraisals for branch staff and made training recommendations to develop capabilities and skills.
- Developed successful strategies and policies, meeting organizational needs and implementing improvements.
- Built successful business culture focused on Performance optimization and goal attainment.

ASSISTANT COUNTRY MANAGER

Instant Cash Money Transfer

Feb 2019 – May 2024

- Created insightful customer intelligence reports, detailing focused strategy on target clientele acquisition.
- Negotiated high-value contracts with clients and vendors, growing business opportunities across targeted territories.
- Closely monitored competitor activity, remaining ahead of external trends to consistently meet customer needs.
- Used outstanding networking and negotiation skills to set up strategic partnerships for improved business expansion.
- Monitored international markets, conducting research on competitor products and activities to inform sales strategies.
- Preparing MIS and various other business reports/statements to apprise top management of the routine business operations