

Tarun Rama, Business Development Consultant

BANGALORE, INDIA · tarun.rama02@gmail.com · +91 7292 00 6301

PROFILE

Over five years of experience assisting startups in transforming creative concepts into thriving businesses, focusing on Web 3.

EMPLOYMENT HISTORY

Business Development Manager, Centralex

Apr 2021 — Present, Hong Kong

- I built relationships with key stakeholders to ensure client satisfaction and loyalty.
- I developed and executed a successful marketing campaign that generated 1.6 million dollars in our pre-sale.
- Negotiated and secured critical partnerships with industry-leading clients.
- Established a new sales channel that increased sales by 20% within the first year of implementation
- Developed detailed business cases to justify investments in new products and services and to assess the potential return on investment
- Researched and recommended investment products that aligned with companies goals and risk profiles
- Developed and maintained relationships with key stakeholders, resulting in increased investment and new business partnerships
- Developed and implemented strategies to increase brand awareness and drive traffic to the website

Chief Business Officer, Quillhash Technologies

Nov 2019 — Apr 2021, Gurgaon

- Market Research and Development Strategy.
- Manage the sales cycle from lead generation to closure.
- Manage the Marketing and Sales team.
- Develop a portfolio for Incubator and Accelerator programs while connecting with investors.
- Identify and manage potential partnerships.

Business Development Executive, Quillhash Technologies

Apr 2019 — Oct 2019, Gurgaon

- Manage the sales cycle from lead generation to closure.
- Employing strategies to ensure the company's growth.
- Research Analysis of trends in blockchain security and competitors.
- Identify and implement continuous improvement initiatives to increase business efficiency.

Busniess Development Manager, Eshwari Aviation

Nov 2018 — Mar 2019, Kanpur

- Executed a strategic service partnership between two companies to expand their reach in the global market.

LINKS

[LinkedIn](#)

[Medium](#)

[Hackernoon](#)

[Twitter](#)

SKILLS

[Marketing Strategies](#)

[Online Advertising](#)

[Persuasive Communication](#)

[Google Cloud Platform \(GCP\)](#)

[Video Conferencing](#)

[Software Engineering](#)

[React.js \(Javascript Library\)](#)

[Product Strategy](#)

[Operations Management](#)

[Master Of Business Administration \(MBA\)](#)

[Developmental Psychology](#)

[Program Management](#)

[Market Analysis](#)

[Sales Prospecting](#)

[Product Management](#)

[Business Strategies](#)

[Analytical Skills](#)

[Communications](#)

[Market Potential](#)

- I have established a structured Commercial, Marketing, and Research process to target robust prospects.
- I identified, interviewed, and finalized Technical Rep profiles for the projects.

Assistant Business Development Manager, QUADRIUM

Oct 2017 — May 2018, Toulouse

- Collaborated closely with Derichbourg Atis Aeronautique's Technical, Marketing, and Commercial teams to establish a global presence in the aeronautical industry.
- Focused on differentiating between various activities such as Turbojets, Widebody & Narrowbody aircraft, and Aircraft Technical Support services.
- Contributed to several projects aimed at enhancing the financial business model of the ATS department.
- Identified new leads through thorough research and market analysis.
- Attracted potential clients to the company.
- Showcased the company's capabilities to prospective candidates.

EDUCATION

SKEMA Business School, MSc in Entrepreneurship and Innovation

Jan 2016 — Sep 2017, Nice

JSS Academy of Technical Education, BE, Industrial Engineering and Management

Jul 2010 — Sep 2014, Bengaluru

National College, Pre-University Degree, Computer Science(PCMCs)

Jun 2008 — May 2010, Bengaluru

COURSES

Aircraft Leasing and Finance MOOC

Jan 2018 — Mar 2018

Blockchain 101 and Enterprise Solutions

Mar 2020 — May 2020

INTERNSHIPS

Business Development, QUADRIUM

Feb 2017 — Jul 2017, Toulouse

- Identified the existence (or not) of needs in the specialties of our client (Airworthiness) management, Assets management, and Technical appraisals.
- Evaluated The interest of approached targets. Identify the right interlocutors and their role within the targeted objectives. Collect all pertinent Marketing and Commercial information for better segmentation and a better approach to the target. Provide prospecting details in a dedicated CRM tool. To reflect on improving the industrial processes (the method of the goals, arguments, means of sales aid.

Enthusiasm

Google Ads

Customer Service

Relationship Building

Management

Market Positioning

Consulting

Sales

Willingness To Learn

Product Roadmaps

Marketing

Metaverse

Financial Technology
(FinTech)

Presentations

Blockchain

Web 3.0

Business Development

Time Management

Ability to Multitask

Creativity

Teamwork

Leadership

Fast Learner

Communication Skills

Problem Solving

Strategic Planning

- Alerted the sales team on any opportunity requiring technical deepening or a proposal to make the first reminders (non-technical). Proposals sent to prospects Identify new prospects (primarily via LinkedIn)

Graduate Engineer , Wipro Infrastructure

Feb 2014 — Jul 2014, Bengaluru

- Investigated and identified the root cause of assembly-line issues and provided detailed reports to stakeholders
- Developed scripts to automate the resolution of common supply-chain issues, resulting in a 15% reduction in response time

EXTRA-CURRICULAR ACTIVITIES

Diploma in Product Design, CADD Centre Training Services Pvt Ltd.

Jun 2010 — Jul 2012, Bengaluru

PUBLICATIONS

STO Development on STELLAR Blockchain

Nov 2019, Global Crypto News

REFERENCES

References available upon request

Branding & Identity

LANGUAGES

English

French

Hindi

Telugu

Kannada
