

Ramar Ranjeet Skanda

Business Development | Stakeholder Management | Operations Management | Market Expansion | International Business

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EU Work Authorised (No sponsorship required) | **Availability:** Immediate

SUMMARY

Entrepreneurial Business Development professional with 4+ years founding and scaling a bootstrapped agency for early-stage startups across India, the United States, and the Middle East. Proven record in client acquisition, operations management, stakeholder management, and team leadership, complemented by an M.Tech. in Biomedical Engineering and 600+ hours of recent specialized training in Product Management, Sales Operations (Salesforce), and European Business Law. EU work authorized, based in Prague, available immediately.

SKILLS

Job Relevant: Business Development; Stakeholder Management; Outbound prospecting; Market Research & Modelling
Software & Tools: BI Tools; Project Management Tools (Salesforce, Asana & Jira); Software Proficiency (Microsoft & Google)
Organizational: Ownership Mentality; Adaptability; Team Collaboration; Roadmapping & Prioritization
Transferable: Creative Tools (Adobe Suite, Figma & Canva); Website Development (Wordpress, HTML, CSS & Basic JS)

EXPERIENCE

- 2021 - 2025 **DORK COMPANY** **Bengaluru, KA, INDIA**
Founder & CEO
- Founded and scaled a bootstrapped Business Development agency from inception to a multi-sector client base across India, the United States, and the Middle East, serving early-stage startups.
 - Led end-to-end Business Development engagements from ideation through launch and post-launch optimization, covering market research, go-to-market strategy, client acquisition, and operations setup.
 - Built and managed a flexible delivery team by recruiting a Co-Founder and onboarding freelance specialists on a project basis, scaling capacity in line with client demand without external funding.
 - Owned all stakeholder communication, contract negotiation, project delivery, and client retention across 3 regions and multiple time zones.
 - Executed a structured leadership transition in 2025, transferring ownership and active accounts to a trained successor to relocate to Europe.
- 2024 - 2025 **BOARD GAMES ARCHIVE** **Bengaluru, KA, INDIA**
Co-Founder & Event Organizer
- Organized and executed 20+ premium community engagement events across Bengaluru
 - Doubled as a targeted client and talent acquisition channel for the DORK Company.
 - Managed operations and promotional strategies.
- 2021 - 2022 **MNNIT, APPLIED MECHANICS DEPARTMENT** **Prayagraj, UP, INDIA**
Training & Placement Representative (TPR)
- Owned the end-to-end campus placement process for the Applied Mechanics Department, including company outreach, recruiter coordination, placement drive logistics, and student onboarding support.
 - Improved overall postgraduate placement rate from 25% (2021) to 49% (2022) as part of the M.Tech. Training & Placement Team, nearly doubling student employment outcomes year over year.
 - Personally facilitated the placement of 17 students from the Applied Mechanics Department (up from 9 the previous year) and 38 students from the Mechanical Engineering Department.
 - Voluntarily assumed Mechanical Engineering Department placements after the existing representative withdrew mid-year, single-handedly managing nine branches across two departments.
 - Recruited and trained five successor representatives, removing one underperformer, and established a structured two-representative-per-department model that further improved subsequent placement results.
- 2020 - 2023 **PRIVATE TUTOR** **Online**
International University Students Tutor
- Delivered structured, multi-year tutoring to students of Chemistry and Biomedical Engineering background at the University of Melbourne (M.S. Biomedical Engineering), SUNY Binghamton (B.S. Biomedical Engineering & B.A. Chemistry), and Oregon State University (Organic & Inorganic Chemistry).
- 2019 **MAKXENIA ENGINEERING** **Nagpur, MH, INDIA**
Technical Intern [Robotics]
- Delivered three complete technical projects within a 30-day internship period and received a full-time Product Development offer as the only intern selected from the cohort; respectfully declined to pursue postgraduate studies.

EDUCATION

2020 - 2022 Masters	MNNIT (National Institute of Technology), Allahabad M.Tech. Biomedical Engineering <ul style="list-style-type: none">Achieved 1st rank in M.Tech. Year I and maintained branch topper position in 3 of 4 semesters at an Institute of National Importance declared by the Parliament of India.Elected Representative for the Biomedical Engineering Branch and Applied Mechanics Department (covering four branches).Served as Teaching Assistant for the Materials Science Laboratory, coordinating sessions for second-year B.Tech. Production Engineering students.Master's Thesis: Design, simulation, and analysis of EXUDAI 1.0, a lower-body exoskeleton for enhanced strength, stability, and mobility with extraterrestrial application potential.	Prayagraj, UP, INDIA
2016 - 2020 Bachelors	Anna University, Tamil Nadu - K Ramakrishnan College of Engineering B.E. Electrical & Electronics Engineering <ul style="list-style-type: none">Nominated Student of the Year by the department for combined academic and leadership excellence across four years.Led major college initiatives including athletics representation.Final Year Project: POKU 1.0, an IoT-based smart transportation device integrated with a modified ERP portal to address underage driving, unlicensed driving, and unauthorized vehicle use.	Tiruchirapalli, TN, INDIA

CERTIFICATION

2025	Microsoft AI Product Manager 5 Courses Online, Non-Credit Professional Certificate Enterprise Product Management Fundamentals Market Research and Competitive Analysis Product Strategy and Roadmapping Product Design and UX/UI Fundamentals Product Launch and Post-Launch Management	Microsoft, Coursera (108+ Hours)
2025	Salesforce Sales Operations 4 Courses Online, Non-Credit Professional Certificate Sales & CRM Overview Lead Management Opportunity Management Reports, Dashboards & Customer Success	Salesforce, Pathstream, Coursera (112+ Hours)
2025	European Business Law 3 Courses Online, Non-Credit Specialization Understanding the Fundamentals Doing Business in Europe Competing in Europe	Lund University, Coursera (42+ Hours)
2025	Cancer Biology 3 Courses Online, Non-Credit Specialization Introduction to the Biology of Cancer Understanding Cancer Metastasis Understanding Prostate Cancer	Johns Hopkins University, Coursera (19+ Hours)
2025	Medical Terminology 3 Courses Online, Non-Credit Specialization	Rice University, Coursera (45+ Hours)
2025	Introduction to Medical Software	Yale University, Coursera (37+ Hours)
2025	Precision Medicine	Université de Genève, Coursera (28+ Hours)
2025	Agile with Atlassian Jira	Atlassian, Coursera (12+ Hours)
2024	Advertising with Meta	META, Coursera (15+ Hours)
2021	Indian Institute of Management Bangalore, Online Course Certification <ul style="list-style-type: none">Strategic Management 6 Weeks 2 CreditManaging Innovation 6 Weeks 2 CreditQuantitative Market Research 6 Weeks 2 Credit	IIM B, Swayam (18 Weeks)

LEADERSHIP & ACTIVITIES

2020 - 2022	Student Coordinator	Biomedical Engineering Branch & Applied Mechanics Department
2019 - 2020	Student President	Institution Innovation Cell (IIC), MHRD
2019 - 2020	Student Chairman; (2018 - 2019: Student Vice-Chairman)	Power and Energy Society (PES), IEEE
2018 - 2019	Secretary; (2017 - 2018: Executive Member)	Institute of Engineers, India (IEI)

VOLUNTEER EXPERIENCE

2018 - 2020	Artopathy - Social Work Co-founded social enterprise focused on educational infrastructure development for underserved communities.
2017 - 2020	Weltrum - Department Magazine Founded and launched the departmental publication, built and managed a cross-functional editorial team as Chief Editor.
2018	Cyclone Relief (Gaja Cyclone) - Social Work Coordinated emergency response efforts for large-scale natural disaster relief programs across Tamil Nadu's coastal villages.

PERSONAL

Residency:	No requirement of work sponsorship, residency application in process for Czech Republic, as family member of EU Citizen.
Language:	Near-native proficiency in English ; highly proficient in Indian languages Hindi, Tamil & Telugu ; Learning Czech (Duolingo level 10 & personal tutoring) & German (Duolingo level 15).
Hobby:	Athletics; Cycling; Fermentation; Traveling; Strength Training.