

## BISHNU NAKARMI

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### PROFESSIONAL SUMMARY

Computer Science graduate (B.Sc. CSIT) with a background in digital marketing, backend coordination, and business development. Experienced in working at the intersection of technology and strategy, supporting growth initiatives and digital service delivery. Currently focused on the cybersecurity and enterprise tech space, specializing in proposal writing, client management, and identifying new opportunities. Passionate about bridging the gap between business needs and technical solutions.

### PROFESSIONAL EXPERIENCE

**CRYPTOGEN NEPAL** | Kathmandu, Nepal **Business Development Officer** | *Feb 2025 – Nov 2025*

- **Strategic Tender Management:** Managed end-to-end tender processes including requirement analysis, documentation, technical-commercial alignment, and pricing.
- **C-Level Engagement:** Engaged directly with C-level and senior stakeholders (ISO, CIO, IT Head) across BFSI and enterprise sectors to understand needs and propose relevant solutions.
- **Revenue Growth:** Contributed to winning bids by combining market insights, technical capabilities, and commercially sound proposals. Played a key role in revenue growth through strategic communication and proposal accuracy.
- **Market Analysis:** Conducted market analysis and competitor research to identify opportunities and position cybersecurity services strategically.
- **Technical Liaison:** Worked closely with technical teams to translate requirements, estimate effort, and develop cost structures that aligned with client expectations.
- **Portfolio Management:** Built and managed relationships with banks, fintechs, and enterprises, promoting services like VAPT, SOC, and compliance offerings.

**NEST NEPAL** | Kathmandu, Nepal **Business Development Officer** | *Dec 2023 – Feb 2025*

**Digital Marketing Manager** | *Sep 2022 – Feb 2025*

- Secured long-term partnerships by presenting customized hosting and cloud plans aligned with client business models.
- Managed CRM pipelines to ensure smooth operational workflows and timely follow-ups on leads.

- Oversaw digital marketing initiatives, optimizing campaigns for ROI and conversion goals.

**JUST INDIAN THINGS** | India (Remote) **Chief Executive Officer (Founder & Strategist)** | *Dec 2019 – Feb 2025*

- Founded and managed a digital media brand, overseeing content strategy and audience growth.
- Developed organic growth strategies that significantly increased engagement and follower base across social platforms.

**NINJA INFOSYS** | Kathmandu, Nepal **Digital Marketing Manager** | *Sep 2020 – Sep 2023*

- Promoted Schools and College admissions through targeted digital campaigns.
- Designed and executed digital marketing strategies for client campaigns, overseeing social media channels and ensuring consistent content delivery.

**SELF EMPLOYED** | Nepal **Online Marketing Specialist** | *Oct 2016 – Feb 2025*

- Worked with various types of online businesses before and after Covid.
- Specialized in lead generation and digital strategy for SMEs.

## **EDUCATION**

**B.Sc. Computer Science and Information Technology (CSIT)** Tribhuvan University, Nepal

## **KEY SKILLS**

- **Core Competencies:** Business Development, Project Management , Digital Marketing , Cyber Security Risk.
- **Technical Sales:** Tender/RFP Management, Requirement Analysis, Technical-Commercial Alignment , VAPT & SOC Sales.
- **Languages:** English (Full Professional), Nepali (Native/Full Professional/Bilingual), Newari (Native/Bilingual), Hindi (Limited Working).