

CHANDRANGSHU SARKAR

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Professional Summary

Energetic and target-driven MCA student with entrepreneurial background and hands-on experience in customer acquisition, negotiation, and closing service deals. Skilled in handling objections, building client trust, and managing end-to-end sales cycles. Seeking an entry-level **Sales / Business Development** role to contribute to revenue growth and customer expansion.

Education

Master of Computer Applications (MCA), VIT Bhopal University
CGPA: 8.3 (Current)

2024–2026

B.Sc. (Hons.) Computer Science, University of Calcutta
CGPA: 8.1

2020–2023

Skills

Business Skills

Client communication, customer interaction, presentation and documentation,
CRM: CRM fundamentals (lead management, opportunity tracking, follow-ups),
Tools: Microsoft Excel, PowerPoint, Canva, Figma

Soft Skills

Clear verbal and written communication, active listening, problem-solving mindset, adaptability, time management, team collaboration, attention to detail, willingness to learn

Technical Skills

Programming Languages: Java, Python
Databases: SQL
Web Technologies: HTML, CSS, JavaScript

Leadership & Practical Experience

Founder — Online Solution Tours & Travels

Kolkata | 2019–2021

- Handled 25+ monthly customer inquiries and converted discussions into confirmed service bookings.
- Managed complete sales cycle from requirement understanding to payment confirmation and post-service follow-ups.
- Negotiated pricing and customized service packages based on client budget and expectations.
- Coordinated with multiple vendors to ensure smooth execution and customer satisfaction.
- Built long-term client trust through transparent communication and accountability.

Computer Science Instructor — UrbanPro

Jun 2023 – Present

- Engaged with diverse learners and adapted communication style to improve clarity and impact.
- Strengthened persuasion and confidence through structured explanation and stakeholder interaction.
- Improved learner outcomes through active listening and tailored guidance.

Projects

Customer Relationship Management (CRM) System — Mini Project

Jan 2026

- Developed a lead tracking system to manage inquiries and monitor sales stages.
- Practiced structured follow-up tracking and pipeline visibility concepts.
- Generated reports to evaluate lead movement and conversion progress.

ImagiGen — SaaS Web Application

Nov 2025 – Dec 2025

- Built a full-stack web application integrating external APIs.
- Managed authentication and user workflow structuring.

Certifications

Data Analytics with Python — CampusX (2025)
Full-Stack Web Development — Apna College (2025)
SQL for Data Analytics — Great Learning (2025)