



DEBAJYOTI BHOWAL

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CAREER FOCUS

Dedicated Buyer with history of overseeing multiple product lines. Offering over 10 years of experience with leading operations. Consistently promoted for exceptional performance and service. Successfully manages diverse purchasing need in challenging, fast- paced environments.

SUMMARY OF SKILLS

Skilled Sales Representative well-versed in sales, customer service and management. Demonstrated track record of success in generating new revenue streams while building customer loyalty and retention.

- Product knowledge
- Revenue generation
- Customer relations
- Account Development
- Knowledge of and ability to problem solving tools.
- Able to function in a fast paced environment.
- Excellent Organizational and Multitasking Skills.
- Problem Resolution and Critical Thinking

Work EXPERIENCE

1. Marketing and Sales Operation Executive

K K Orthopeadics (Delar of Various Orthopedic Implant Company)

▪ **02/2018 - Present**

- Led sales forecasting, market trend evaluation and segment strategies.
- Directed and coordinated marketing activities and policies to promote products and services.
- Prepared sales contracts.
- Visited clients on-site to give benefit oriented sales presentations.
- Last 5 Years on Orthopedics Marketing (WBOCON Orthopedics Conference)

2. Sales Executive

Auro Orthopeadics (Manufacture & Delar (Visco, Tynor) of Rehabilitation, Sport Support)

▪ **June/2015 To January 2018**

- Looking after marketing and secondary sales of the company products and also looking after the primary sales by booking order from different customer.

PROFESSIONAL EXPERIENCE

- **Representative Background** : Generated new business leads and maintained existing relationship with surgeons, hospital and distributors. Conducted product training and demonstration for orthopedic implants and instruments. Developed and executed sales strategies to meet sales target. Collaborated with cross-functional teams to launch new products and promotions.
- **Tender Experience** : Successfully bid on Tenders for Orthopedic implant and instrument. Collaborated with cross-functional teams to develop winning tender strategies.
- **Purchasing/Buyer** : Enter Requisitions and place purchase order, resolve issue with purchase order, administer process, negotiate price on a large scale. Perform cost analysis documentation. Manage purchasing activities to ensure that sufficient items are on hand to meet surgery schedule. Analyze and adjust as necessary purchasing activities that are affected by changes in surgery schedule.
- **Shipping and Receiving** : Expedite order with suppliers to maintain deliveries, improve deliveries as needed and resolve back order situations as applicable. Handle the shipment of all product/equipment recalls and return.
- **Accounts Payable** : Ensure that invoices are corrected and paid with each company/vendor. Troubleshoot invoice issues as required.

EDUCATION :

- ❖ Bachelor's Degree in BA

Certifications :

- ❖ Passed ITI from Ramakrishna Mission
- ❖ Passed NDT-(Level II)
- ❖ Skill Development Training from MSME KOLKATA