# DEBJYOTI BANDOPADHYAY

# Contact Number : +91 9547384564, +919883899111.

**Email ID: [debjyoti.bwn@gmail.com](mailto:debjyoti.bwn@gmail.com)**

Dynamic Marketing professional with experience in business development, competitive market share expansion, and leadership skills successfully achieving corporate goals. Practical growth oriented sales strategy approach.

**Professional Qualification:**

* **MBA/PGPM** Specialization in **Marketing/Finance** in 2010 (January) from EIILM University Kolkata.

**Academic Qualification:**

* **B.COM**  from J.L.N. College under Ranchi University.
* **Higher Secondary** from S.E.RLY.M.H. School under PATNA BOARD.
* **Madhyamik** from S.E.RLY.M.H. School under PATNA BOARD.

**Professional Experience:**

**. 1.** Organisation Name : **Infinix Mobile Pvt Ltd**

**Under Blue Ocean Reach Pvt Ltd**

Designation : SALES OFFICER .

Tenure : October 2022 to Still Continuing.

Job Responsibilities :

* + - * + Handle Sales & Marketing for a Particular Territory.
        + Handled Channel Partners ( Dealer, Distributor)
        + Looking After The Team and Plan sales and provide best services
        + Giving All Kind Of Necessary Support To The Channel Partners In Order To Generate A Good Business From Them.
        + Appointing New Dealers As Per Requirement.
        + Build Up And Maintain Relationship With Clients.

**2.** Organisation Name : **OPPO MOBILES PVT LTD**

Designation : Territory Sales Manager.

Tenure : February2021 to October2022.

Job Responsibilities :

* + - * + Handle Sales & Marketing for a Particular Territory.
        + Handled Channel Partners ( Dealer, Distributor)
        + Looking After The Primary, Secondary Sales and Tertiary Sales
        + Giving All Kind Of Necessary Support To The Channel Partners In Order To Generate A Good Business From Them.
        + Appointing New Dealers As Per Requirement.
        + Build Up And Maintain Relationship With Clients.

**3 .** Organisation Name : **VIVO COMMUNICATION DEVICE PVT LTD**

**(YINGJIA COMMUNICATION PVT LTD)**

Designation : Territory Sales Manager.

Tenure : Dec 2018 to January 2021..

Job Responsibilities :

* + - * + Handle Sales & Marketing for a Particular Territory.
        + Handled Channel Partners ( Dealer, Distributor)
        + Looking After The Primary, Secondary Sales and Tertiary Sales
        + Giving All Kind Of Necessary Support To The Channel Partners In Order To Generate A Good Business From Them.
        + Appointing New Dealers As Per Requirement.
        + Build Up And Maintain Relationship With Clients.

**4 .** Organisation Name : **Samsung Mobile (Karuna Manpower and Services Ltd.)**

Designation : Territory Sales Manager.

Tenure : November 2016 to Dec2018.

Job Responsibilities :

* + - * + Handle Sales & Marketing for a Particular Territory.
        + Handled Channel Partners ( Dealer, Distributor)
        + Looking After The Primary, Secondary Sales.
        + Giving All Kind Of Necessary Support To The Channel Partners In Order To Generate A Good Business From Them.
        + Appointing Dealers And Sub Dealers As Per Requirement.
        + Build Up And Maintain Relationship With Clients.

**5.** Organisation Name : **Reliance Commuinication Ltd..**

Designation : Territory Manager.

Tenure : November 2013 to September 2016.

Job Responsibilities :

* + - * + Handle Sales & Marketing for a Particular Territory.
        + Handled Channel Partners (Distributors/Sub Distributors)
        + Looking After The Primary, Secondary And Tertiary Sales.
        + Giving All Kind Of Necessary Support To The Channel Partners In Order To Generate A Good Business From Them.
        + Appointing Dealers And Sub Dealers As Per Requirement.
        + Build Up And Maintain Relationship With Clients.
        + Taking Care Of The Brand Promotional Activities In The Above Mentioned Region

**6.** Organisation Name : **The Waxpol Industries Ltd.**

Designation : Marketing Executive.

Tenure : October 2010 to November 2013.

* Job Responsibilities :
* Handling Marketing & Sales for Vidhrbha Region of Maharahtra.
* Appointing C&F/Distributors/ Dealer.
* Looking After The Primary/Secondary Sales.
* Giving All Kind Of Necessary Support To The Channel Partners In Order To Generate A Good Business From Them.
* Taking Care Of The Brand Promotional Activities In The Above Mentioned Region.
* Handling 3 Team Member In Order To Generate Business And Provide Good Services To Our Channel Partners (C&F/Distributors/Dealer /Service Centre Holders).

**Key Strengths:**

* Positive Attitude
  + - Honest
    - Self-Motivated
    - Hard Working

**Computer Knowledge:**

* MS-Office & Internet

**Skills & Interests:**

Fluency in 3 languages- English, Hindi, Bengali

Music, Playing Cricket

**PERSONAL DETAILS**

* DATE OF BIRTH : - 20-09-1980

* GENDER : - Male

* FATHER’S NAME :- Late: N.R. Bandopadhyay
* PERMANENT ADDRESS:- C/O- Late: N. R. Bandopadhyay,

VILL- Daspur, P.O.- Kaligram,

DIST- Burdwan,PIN-713102, West Bengal.

* MARITIAL STATUS :- Married

* NATIONALITY **:-** Indian

**Debjyoti Bandopadhyay**

**Date \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Place:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**