kaushik adhikari

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**2nd floor, flat no 6,**

**Regent park , kolkata - 700040**

**9051288698(m)**

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**D.o.b -26/10/1985**

CAREER SYNOPSIS

**Full time MBA Marketing(major) and HR(minor) with experience of more than 5 yrs into**

**sales and service industry. team handling, sales and buisness development, multi**

**product handling, b2b & b2c sales and channel management**

WORK EXPERIENCE SO FAR

**Currently working at Vodafone since october 2012 till date**

CURRENT PROFILE

**Working as an Zonal customer acquistion manager for Vodafone enterprise, global &**

**corporate accounts in south coastal zone (haldia/kharagpur/midnapur/howrah/hooghly**

**market)**

KEY RESPONSIBILITY AREA

 **Handling csa and manpower**

 **Look after national corporates, global and govt sales**

 **Taking care of entire south coastal zone acquistion**

 **Driving mutli product sales like postpaid, data, dongles, mbb**

 **Ensuring positive ebida and profitability for channel partner**

 **After sales & customer service**

 **Institutional/ corporate sales**

 **Conducting presentations, btl activities**

1: Previous profile

**Worked as a Store manager at Vodafone coco store siliguri & also Vodafone global store**

**siliguri city centre**

Key responsibility area

 **Look after retail sales**

 **Taking care of entire aspect of retail store**

 **Driving mutli product sales like postpaid, prepaid, data, dongles, vas, handsets, m**

**pesa etc**

 **Ensuring positive ebit and profitability**

 **Manpower handling**

 **After sales & customer service**

 **Institutional/ corporate sales**

 **After sales & customer service**

 **Conducting presentations, btl activities**

2: Previous profile

**Worked as a Channel sales manager at Vodafone coochbehar branch taking care of**

**vodafone ministores and distributors in coochbehar and jalpaiguri district**

Key responsibility area

 **Taking care of vodafone franchisee stores and rural postpaid distributors**

 **Channel expansion**

 **Driving multi product sales across mini stores**

 **Taking care of service aspect**

 **Ensuring profitability and positive roi to franchises and distributors**

Key achievements

 **Winning vodafone superstar award for the month of march 2013**

 **Winning vodafone superstar award for the month of april 2014**

 **Winning member of the vodafone best retail zone in the country for period sep13-**

**sep 14**

A: Previous work experience

**Worked as a Business development manager in Ifast financial india pvt ltd, kolkata , an**

**experience of one year.**

Key responsibility area

 **Recruit ifa’s as channel partners/advisors**

 **Cater to hni & retail clients**

 **Work on online mutual fund platform, portfolio handling.**

 **Train, develop the ifa’s**

 **Handle b2b/b2c business**

 **Dealing in mutual fund products, wrap accounts & other financial services.**

 **Corporate presentations, training programmes**

B: Previous work experience

**Worked as a Senior executive- sales in NJ india invest pvt ltd, kolkata, an experience of 1**

**yr & 5 months**

**.** K

ey responsibility area

 **Recruitment , training & development of sub-brokers**

 **Channel sales development**

 **Handling various products like mutual funds( of all amcs), fds,pms etc..**

 **Conducting client meets, investor awareness programmes**

Academic qualification

Project work & extra-curricular

 **Summer internship programme of 8 weeks done at nj india invest pvt ltd, kolkata on**

**“mutual fund business & its industry”.**

 **Completed nism/AMFI certification in mutual fund business-va series.**

 **Completed certificate course in financial accounting system (CFAS) 6 months course**

**from state youth centre, kolkata**

Place: Kolkata Signature

Qualification Year College/Institution Marks

CGPA/ (%) Division

**MBA- Marketing(major) &**

**HR(minor) 2010**

**Bhavans Institute of**

**Management Science**

**(W.B.U.T)**

**8.5 points 1st**

**B.com (Accountancy Honrs)**

**2007**

**Heramba Chandra College,**

**(Calcutta university) 65.3% 1st**