Pranoy Chakrabarty

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Career Objective

Obtain a challenging leadership position applying creative problem solving and lean management skills with a growing company to achieve optimum utilization of its resources and maximize profits.

Education

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| --- | --- | --- | --- |
| **Year** | **Degree/Certificate** | **Percentage/CGPA** | **Institute/University** |
| 2012-2014 | PGDM (Full Time) | 6.61 (72.88%) | IMT, Nagpur |
| Nov.’11 - Feb.’12 | Certificate in Export Management | 3.07/4.33 | IIFT |
| 2007-2010 | Bachelors in Commerce | 52.14 % | University Of Delhi |
| 2007 | Senior School Certificate | 65.80 % | C.B.S.E |
| 2005 | Secondary School Examination | 75 .00 % | C.B.S.E |

Major Projects Undertaken  
🡪Motives of Merger for Hindalco Industries Ltd. acquisition of Novelis Inc. and L&T Finance acquisition of Fidelity India – Study on the reasons and motives behind the acquisitions and how it affected both the companies.

🡪Analysis on ‘Everest’ spices – Extensive analysis on the working business model of Everest spices and field survey of retailers in Nagpur and suggestions based on the study and survey.

🡪Cash Flow Statement Analysis of Marico Ltd. – Inferences drawn from the extensive analysis of the cash flow statement of Marico Ltd.

🡪Service Marketing analysis on FedEx, DTDC & DHL – Comparison and analysis of top three courier service companies in India & their service marketing strategies.

Major subjects   
Derivatives   
Business Marketing   
Mergers & Acquisitions   
Service Marketing  
Financial Statement Analysis & Reporting   
Financial Services



Work Experience

**Company :** Capital Apparels Technology Pvt. Ltd.  **Tenure :** March 2014 - Present **Profile :** Sales Executive

-Sales & Marketing of Industrial Sewing Machines in the area of Delhi, Rajasthan, Haryana, Punjab, U.P through Dealers and direct retail sales to Garment Export house.

-Time & Motion study – Focusing on making the production in Garment Export Houses as efficient as possible through time & motion study & studying the layout of the factory.

-Leading new factory projects and expansions of export houses through mode of direct import which requires team handling and coordination.

-Focusing on making Export Houses energy efficient by promoting Servo Motors for the Industrial Sewing Machines resulting an overall energy saving of 60%.

-Conducting seminars for technicians in-house to make them aware of the present technology and also organizing operator training programs to upgrade their skills.

**Description:**

Summer Internship

**Company :** Greenbucks Securities Pvt. Ltd.

**Tenure :** April 2013 – June 2013

**Profile :** Stock Trader  
 **Description:**

-Sourcing new clients for the organization and making them understand the pros & cons of the market and how the market works.

-Trading in derivative products and explaining to clients how leverage works in trading derivatives products.

-Sharing market information on daily basis and advising the clients on the best possible trade according to their time horizon for investment.

-Also explaining the various investment strategies that can be used to minimize the risk involved in the trades through Hedging involving Futures & Options.

-Intraday trading on stocks trading with high volume or high Open Interest for the day.

Accomplishments

* Represented Bengal Cricket Team (Under-19) in Cooch Behar Trophy & Vinoo Mankad Trophy Tournaments in the year 2008-2009.
* Represented Bengal Cricket Team (Under-19) in Cooch Behar Trophy & Vinoo Mankad Trophy Tournaments in the year 2007-2008.
* Represented Bengal Cricket Team (Under-17) in Vijay Merchant Trophy in the year 2006-2007.
* Represented as the captain for the school cricket team.

 Core Competencies

* Analytical
* Team Player
* Strong Interpersonal and communicative skills
* Hardworking
* Quick Learner
* Adaptive
* Multi Lingual (English, Hindi, Bengali, Japanese-Elementary)