

ANURAG SARKAR

89, AMIT PARK SOC. NEAR VISHAL NAGAR ISANPUR A'BAD. Mobile:
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Summary

- Decisive territory manager who drives company growth through relation building with dealers and manpower hiring to enhance the company ambitions.
- Skilled at analyzing market trend and customer needs to fulfill the company's target.
- Proficient at task assigned by company's and worked on another portfolio too.

Work Experience

From September 2015 to 2016

Business Development Executive, Ahmedabad **CLOUDZON INFOCONNECT PVT LTD.**

- Capturing the business to growth company tech platform.
- Analysis the software and understand the needs to be fulfilled.

From January 2018 to 2021

Territory sales manager, Ahmedabad **IDFC FIRST BANK**

Identify, develop and evaluate marketing strategies based on knowledge of customer objectives and company strategies. Worked effectively in a heavily cross-functional, fast paced environment.

Key Role Responsibility

- I am enthusiastic sales professional who excels at motivating others to achieve records sales numbers.
- My career accomplishments include several awards for having the highest sales in my region, as well as exceeding quota requirements as the leader of a sales team of 20 or more.
- I achieve my impressive sales outcomes through methods that are honest and representative of organizational character.
- As a leader, I am committed to motivating my team by nurturing relationships, providing reasonable sales goals, and working right alongside my colleagues.
- Lead a team of 20 salesman including heading monthly discussion where sales goals, initiatives, and accomplishments were discussed.
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives.
- Coordinating with market tend and lead generation.

From July 2021 to current

Key Account Manager, Ahmedabad **PayTm (One 97 Communications)**

Responsible for maximizing and driving revenue by increasing market share. Implementing robust account plans with complex customers. Negotiating contracts and prices in accordance with the overall sales strategy.

Key Role Responsibility

- Generated new business by growing within a highly competitive territory..
- Continually utilize, coordinate and cultivate relationships with internal and external customers.
- Making a minimum number of daily sales calls.
- Visiting a set number of customers every week.
- Making profitable and competitive contract bids.
- Presenting business proposals to target clients.

Business achievements

- Achieve growth and hit sales targets by successfully managing the sales team.
- Achieve Business trips from company – IDFC FIRST BANK
- Rockstar (10/2021 – 11/2022) - Paytm

Achievements

- Live Project: Worked for ITC as Brand Advisor in January 2017.
- Research Project: Doing a study of the cause of stress on PGDM students and employees as a part of Research Methodology.
- Industrial visit to **Aarvee Denim Pvt. Ltd** to study the managing activities and process of manufacturing organized by St. Kabir Institute of Professional Studies.
- Attended various seminars and guest lectures under SKOPE (St. Kabir Open Platform for Entrepreneurs) and IIF (Industry Interaction Forum) at St. Kabir Institute of Professional Studies.

Personal Competencies

- Basic Computer skills
- Internet skills
- Hardworking skills
- Team Handling Skills
- Communication Skills
- Presentation Skills.

Internship Details

- **Company:** MEDIGANCE SOLUTIONS PVT LTD
- **Duration:** April 2017 to AUG 2017
- **Project Title:** To study different aspects of digital marketing
- **Project Summary:** Analyzing business performance with the help of digital tools and reports. Analyzing the available resources and tools. Web traffic analysis using various digital tools like GoogleAnalytics.

Education

- Post Graduate Diploma in Management with dual specialization in International Business and Marketing from **St. Kabir Institute of Professional Studies**.
- Graduated in Commerce from **Gujarat University**.

Personal Details

Date of Birth : 25th April, 1995

Permanent Address : 89 Amit Park Soc. NR Vishal Nagar Isanpur Ahmedabad

Marital Status : Single

Languages Known : English, Hindi, Gujarati and Bengali

Declaration

I hereby verify that the information provided above is true and correct to the best of my knowledge.

Place - Ahmedabad

Date -

