

DIPANKAR DASGUPTA

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A Management Postgraduate with qualitative experience of about 18 years in sales, business development, distribution & channel management, and team management. An astute performer with demonstrated abilities in exploring business avenues & escalating business growth. An effective communicator, have strengthened business relations with key accounts in the industry. A proficient team leader with honed analytical, problem solving & organizational abilities. Possess a flexible & detail oriented attitude.

BRIEF OVERVIEW

- ✓ Sound understanding of administration with a global mindset & strong quantitative and conceptual abilities.
- ✓ Well adaptive towards corporate culture, behavior & ability to work under pressure.
- ✓ Proven abilities in cementing healthy relationships with clients for generating business and leading workforce towards accomplishing business and corporate goals.
- ✓ Strong and diverse technology background providing excellent customer satisfaction & management of workload.
- ✓ Success at motivating staff through clear communication and outstanding organizational skills.
- ✓ Expertise in working in fast-paced, high-tech environments requiring skills in scheduling, management and team building.

PROFESSIONAL EXPERIENCE

WIN MEDICARE PVT LTD.

HARYANA, PUNJAB, HP, CHANDIGARH, J&K, Delhi

DESIGNATION: REGIONAL SALES MANAGER -

DECEMBER 2015 to till date

Products Type: OTC- PHARMA

Key Job profile:

- Controlling sales team – 5ABMs, 35SO/MR, 3C&F, 3SS, 350+ Distributors, General Trade & Modern Trade.
- Planning- Sales, Targets, Collection, Uncovered areas, Inventory(Secondary & Primary), SALES STRATEGY
- Appointing CFA, CSA, SS, Distributors, Sales Team, Promotion, launching of new products.

AYURWIN PHARMA Pvt Ltd

Delhi, UP, UK, HP, HARYANA, PUNJAB, J&K,

Designation: Regional Sales Manager

November 2012 to NOVEMBER 2015

Products PHARMA(generic) & OTC (Nutritional Products) .

Key Job profile:

- Controlling sales team – ASM, SO, C&, CSA, SS, Distributors, General Trade & Modern Trade.
- Planning- Sales, Targets, Collection, Uncovered areas, Inventory(Secondary & Primary)
- Appointing CFA, CSA, SS, Distributors, Sales Team, Sales Promotion, launching of new products.
- Presently Handling 2CFA, 4 SS, 250+ Distributors, and a sales team of , 3 SO, 5 ASM, 16 Executives.

- Mapping the territory, identifying, planning, and organizing, and there on managing distribution in my area. Looking after Brand promotion and advertising in the designated area.
- Managing complete business operations with accountability for profitability, forecasting monthly/Quarterly/annual sales targets area wise & executing them in given frame by organizational planning.
- Keeps abreast of competitor activities Guiding & trained the team members and assisting them in delivering excellent services in the market .
- Launching of new products and organizing sales activities Market development by increasing distribution, and outlet coverage.

G.D. Pharmaceuticals Pvt Ltd.

West U.P, Punjab, Chandigarh, H.P, Haryana, & Jammu Kashmir.

Controlled 3 CFA, 90+ distributors, and a Sales Team Of 15 persons.

Products type: OTC/ FMCG - SKINCARE & DERMACARE

Designation: Area Sales Officer / Manager

June 2004 to October 2012

Key Profile of Job:

- Achieving Primary and Secondary Sales Targets in the Assigned Territory.
- Mapping the territory, identifying, appointing new stockiest and thereon managing distribution in my area.
- Ensures timely collection of payment from stockiest.
- Identifies shelf space in prime outlets and put up proposals for securing the same.
- Keeps abreast of competitor activities.
- Launch of new products and organizing sales promotion activities
- Market development by increasing distribution and outlet coverage
- To make an open and transparent culture through emotional bonding.

Key Achievements:

- Promoted as District Sales Officer from Trainee officer & then District Sales officer to Area Sales Head on the basis of regular performance.
- Awarded as best ASO in the whole North region in the year 2009-2010.
- Independently handled the assigned territory.

Abbott India Ltd**WEST BENGAL (KOLKATA, MIDNAPUR, 24PGS)****Designation: Territory Sales Executive****July 2003 to May 2004****Key Profile of Job:****Products Type: Otc / Pharma**

- Achieving Primary and Secondary Sales Targets in the Assigned Territory.
- The job involves retailing, distributor handling and sales networking.
- Merchandizing & enhancing the visibility of company's products.
- Carrying out promotional activities for the company's product.
- Optimum utilization of Market Budgets.
- Pushing the company's products to retailers by motivating them.
- Market development by increasing distribution and outlet coverage.

Arpita Agro Products Pvt Ltd**Kolkata (West Bengal)****Designation: Sales Executive****July 2002 to June 2003****Products type: Home care and Personal Care****Key Profile of Job:**

- Achieving Secondary Sales Targets in the Assigned Territory.
- The job involves retailing, distributor handling and sales networking.
- Merchandising & enhancing the visibility of company's products.
- Carrying out promotional activities for the company's product.
- Market development by increasing distribution and outlet coverage.

EDUCATIONAL & PROFESSIONAL QUALIFICATION:

- **Certified course by Six Sigma Executive programme.**
- **Passed MBA with Marketing Specialization from CMJ University .**
- **Passed Bachelor of Business Management (BBM) from AIIMS under Bangalore University in the year 2002.**
- **XIIth from West Bengal Board of Higher Secondary Education (Commerce- Accounts) in the year May 1998.**
- **Xth from West Bengal of Secondary Education in the year March 1996.**

ASSETS

- Strong work ethics & Self Confidence
- Excellent Communication & Interpersonal Skills
- Extrovert & Leadership Skill.

Personal details:

Date of Birth	May 16 th , 1979
Father's Name:	Ashoke Dasgupta
Mothers Name:	Manikmoti Dasgupta
Marital Status	Married
Languages Known	English, Hindi, Bengali, Punjabi.

PERMANENT Address:

Dipankar Dasgupta
House No-770/25E, Zaidi Nagar society
Shastrinagar, Gurduwara Road
Opp: Empire Palace
Meerut city, UttarPradesh-250004

PRESENT ADDRESS :

Dipankar Dasgupta
C/O: SHASHANK JOSHI
HOUSE NO: 556, 2ND FLOOR,PHASE-10, MOHALI
PUNJAB- 160064

Date :

Place :

Dipankar Dasgupta.