

Samarjit Roy | Male, 24 years

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Star of Excellence in College	Gold Medalist in International Event	President of Science Club	Proven record of scaling Startup
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PROFILE SUMMARY

- ❖ B.E in **Electrical & Electronics** from **Sathyabama Institute of Science & Technology**, Chennai.
- ❖ Proficient in finding and resolving malfunctions, using exceptional technical and communication skills.
- ❖ Worked in an early stage **DIPP Registered startup Our Courier and Logistics**.
- ❖ Spearhead Assistance and developed website for NGO **Cluster of Stars** in Guwahati
- ❖ Experience in **business development** and **operational movement** of organization.
- ❖ Conversant with Software like **Zoho CRM, SalesForce and Microsoft office Suite**.
- ❖ An effective communicator with excellent interpersonal, logical thinking & analytical abilities.

Experience & Internship

Our Courier and Logistics Services (I) Pvt. Ltd. (DIPP Registered Startup)		Sept 18 – Dec 20
Position	: Business Development Manager	
Contribution	: Making Growth plan & Convincing Prospective partner	
Time Period	: Sept 18- March 20	
Description	: This role required Managing team of 5 to convince partner to join the organization as franchisee and I was in close contact with MD to make future plan for organization.	
Position	: General Manager	
Contribution	: Operational Movement and General Management	
Time Period	: March 19- Dec 20	
Description	: This role required a generalized approach to look after various department as well as integrate various tools and workflow process in the early stage startup. Within 2 year of existence covered entire northeast India and deployed 90+ Booking cum service points.	
Admission Table		Dec 17- March 18
Position	: Marketing Intern	
Description	: Collaborated with students and individual to get into higher studies courses and create prospective leads.	

SCHOLASTIC

2018	B.E in Electrical and Electronics from Sathyabama University , Chennai with 70% marks.
2005	12 th from Kendriya Vidyalaya Maligaon , Guwahati with 73% marks.
2003	10 th from Kendriya Vidyalaya Maligaon , Guwahati with 9 CGPA

SUMMARY OF SKILLS

- ❖ Business Development
- ❖ Customer Relationship Management
- ❖ Positive attitude towards work

EXTRA CURRICULUM

- ❖ Awarded **Star of Excellence Award** for the year 2018.
- ❖ **Represented India at 19th World Festival of Youth and Students** in Sochi, Russia on October 2017 and won **Gold medal**
- ❖ Elected as **President of Science Club** in College and organized various workshop and Events.
- ❖ **Quarterfinalist in Indian Innovative challenge 2017**(IICDC 2017) where we represented our college.
- ❖ **Manage and develop website** for NGO called **Cluster of Stars** since 2018.

IT SKILLS

- Well versed with Software:
- MS Office, Power BI, C, C++, Adobe Photoshop and Premiere Pro
 - MySQL, WordPress, Zoho CRM, SalesForce

PERSONAL SNIPPETS

Date of Birth	: 6 th December 1996
Languages Known	: English, Hindi, Bengali & Assamese
Nationality	: India