

**Samarjit Roy | Male, 24 years**

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<b>Star of Excellence in College</b>	<b>Gold Medalist in International Event</b>	<b>President of Science Club</b>	<b>Proven record of scaling Startup</b>
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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

<b>Our Courier and Logistics Services (I) Pvt. Ltd. (DIPP Registered Startup)</b>		<b>Sept 18 – Dec 20</b>
<b>Position</b>	:	<b>Business Development Manager</b>
<b>Contribution</b>	:	Making Growth plan & Convincing Prospective partner
<b>Time Period</b>	:	Sept 18- March 20
<b>Description</b>	:	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.
<b>Position</b>	:	<b>General Manager</b>
<b>Contribution</b>	:	Operational Movement and General Management
<b>Time Period</b>	:	March 19- Dec 20
<b>Description</b>	:	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.
<b>Admission Table</b>		<b>Dec 17- March 18</b>
<b>Position</b>	:	Marketing Intern
<b>Description</b>	:	Collaborated with students and individual to get into higher studies courses and create prospective leads.

#### SCHOLASTIC

2018	B.E in <b>Electrical and Electronics</b> from <b>Sathyabama University</b> , Chennai with 70% marks.
2005	12 <sup>th</sup> from <b>Kendriya Vidyalaya Maligaon</b> , Guwahati with 73% marks.
2003	10 <sup>th</sup> from <b>Kendriya Vidyalaya Maligaon</b> , 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 **19<sup>th</sup> 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

<b>Date of Birth</b>	: 6 <sup>th</sup> December 1996
<b>Languages Known</b>	: English, Hindi, Bengali & Assamese
<b>Nationality</b>	: India