

## SANTOSH KUMAR PANDIT

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### Professional Profile

More than Eleven years of experience as business development. Expertise in areas ranging from business expansion and handling sales workforce. Key accomplishment:

- Developed more than 100+ schools under franchisee model.
- Meet annual target with effective business planning, Creative sales technique and innovative marketing.
- Planned and strategized to establish the business growth.
- Executed three promotional activity and three city roadshow, generating more than 400 quality leads within 6 months
- Expert Knowledge and skills in developing clients with degree of personal integrity.

### Core Skills

- Leadership
- Team Management
- Problem Solving and Decision Making
- Client Relationship Management
- Business Communication

### Work Experience

#### GROVILL EDUCATION PRIVATE LIMITED (Start-up)

##### Business Operation Head

(From Jan 2016 till date)

- Responsible for complete Business Expansion and Enrollments in Up-coming Pre-Schools outlets.
- Budget Marketing Campaign for schools to generate numbers of enrollments.
- Digitally promote the business model to generate leads for Business expansion.
- Manage records of weekly school wise collection and revenue share breakups.
- Handle and groom the entire school's coordinators for smooth operations and fees realization.
- Handle the logistic support to schools within the time frame.
- Manage vendors and suppliers relationship.
- Doing promotional marketing campaign artwork design through coreldraw.

#### NEW AGE KNOWLEDGE SOLUTIONS LTD.

##### Manager-Business Development (East Zone)

(Feb 2011 - Jan 2015)

- Handling the Franchisee sales operation of Pre-School and Coaching School brands in Eastern zone.
- Formulation of revenue, manpower & cost budgets for the Region.
- Finding investors to set up the franchise for our Business offerings.
- Advertisement planning and executions.
- Responsible for company profitability by generating new franchise and collecting royalties.
- Establish good relationship with Business Partners.
- Workout with various ideas and creativity to increase the sale and business.

#### MAXCARE MEDICAL SYSTEMS PVT. LTD.

##### Management Trainee

(Jul 2010 to Mar 2011)

- Dealing with the Doctors to sell "Colposcope" machine in the state of Orissa.
- Visit Doctor's Chamber twice a day to fix date for demonstration of machine.
- Regularly fill DSR to seniors and update accordingly.
- Handle all the marketing activity to promote the Colposcope.

### **Academics**

- Mater in Business Administrative -**MARKETING & RETAIL** (2010)
- B.COM- Calcutta University
- H.S.C in Commerce from WBCHSE

### **Certification**

- Certificate of completion form *IIM Calcutta Innovation Park* on “*Managing Innovation in Small Businesses*”

### **Personal Profile**

- DOB : 10<sup>th</sup> October 1986
- Linguistic Proficiency : English, Hindi & Bengali
- Residential Address : J-453/B/1, Haribabu Pally Lane, Garden Reach, Kolkata 700 024
- Current Address : E-412, Sun Sapphire, Shinde Vasti, Hadapsar, Pune 411 013