



## Summary -----

- Focused and result-oriented Technical Sales Consultant, with strong educational background.
- Capable at grasping new technical concepts quickly & utilizing the same in a productive manner. Verifiable skills in sales management, financial analysis and documentation.
- Determined team player, ability to multi-task and collaborate with co-workers to meet deadlines and finish projects.
- Self-motivated, punctual and reliable, and passionate about building lasting business partnerships and consistently exceeding expectations.
- An analytical mind with the ability to think clearly & logically. Ability to work accurately to & pay attention to the details. Excellent spoken & written communication skills, problem solving skills.

## Work Experience -----

### October 2021 –

#### Key Account Manager – Global Aluminium Pvt. Ltd. .

- Identified new business opportunities through cold calling, networking, marketing and Secured high-value accounts through consultative selling, promoting compelling business opportunities.
- Developed and implemented a comprehensive sales strategy, resulting in a 20% increase in revenue. Also achieved a 100% success rate in meeting quarterly sales goals.
- Collaborated with cross-functional teams to ensure customer satisfaction and long-term loyalty.
- Customer handling experience in sector like Automobile, Architectural, Electrical & Electronics, Defence, Renewable Energy, Automation and many more.
- Regularly preparing and presentment of monthly reports on Stock control, Order forecast, Order Booking done to Higher Management.
- Established and maintained relationship with key customers, resulting in a 30% increase in customer retention and 20% increase in customer satisfaction.

### August 2019 – September 2021

#### Assistant Sales Manager (Key Accounts) – STJ Electronics Pvt. Ltd.

- Sales Exposure in HRMS, CLMS, WFMS Software, Biometric Sensor, Electro Magnetic lock.
- Promoted various products to customers, demonstrated and explained product features.
- Responsible for complete sales cycle, maintain constant presence on sales floor to address customer needs and maintain business relationships in assigned accounts.
- Enquiry collection & quotation, purchase order, invoice preparation, payments follow up.
- Customer handling experience with Honda, TVS, TATA Hitachi, GE, Motherson Sumi, Uno Minda, Titan, SFO technology, LM windpower, Mahindra CIE, Sansera Engineering, Varroc Polymers etc.

### June 2017 – Mar 2018

#### Assistant Sales Manager (Key Accounts) – Ryoyo Electro India Pvt. Ltd.

- Sales Exposure in Semiconductor Devices of IGBT, MOSFET.
- PSI data, forecast data, delivery schedule preparation.
- Logistic data maintenance through excel .Monthly sales activity maintenance.
- Business dealing experience with Toshiba Mitsubishi Electric Industrial System, Hitachi, Mitsubishi.

### Aug 2011 – May 2017

#### Senior Sales Engineer – Megatherm Electronics Pvt. Ltd.

- Designed an innovative marketing strategy to boost market penetration, increasing operating profit margin by 18% in 2015-2016 with industry like Foundry, Steel Plants & Automobile.
- Assisted in launching a sales campaign that gamered a 12% increase in profits during 2016 alone, went on to steadily drive profits up to 20% over a period.
- Experienced with the maintaining business relationship with customers like Sterlite Industries (Vedant Groups), Hindalco, Sansera Groups, Adico, TVS & many more.
- Sales Exposure in Induction Furnace, Automation Panel, Inverter, Rectifier, Frequency Converter, Switchgear, Power Electronics Device, Transformer, PCB, Heat Exchanger
- Enquiry collection & quotation, purchase order, invoice preparation, payments follow up.
- Sales price, purchase price, profit calculation.

## Education -----

Bachelor of Technology (Aug 2006 - Sep 2010) with an CGPA – **7.42 (10 point grading scale)**  
Mallabhum Institute of Technology  
Specialization – Electronics & Communication Engineering

## Extra - curricular activities -----

- Winner of Gargi Memorial Football Tournament as a Captain of college team.
- Participated in "Under15" league Tournament under Cricket Association of Bengal .

## ABHISHEK BHATTACHARJEE

### KEY ACCOUNT MANAGER (TECHNICAL SALES)

■ Bangalore  
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✉ a15bhattacharjee@gmail.com

## Credential -----

Technical Sales  
Area Sales Management  
B2B Sales  
Business Development  
Product Management  
Key Account Management

## Awards -----

"Best Employee of The Year Award" for  
financial year 2015-16.

## Computer Technology -----

Microsoft Office: Word, Excel, Power Point

## Language Known -----

English  
Hindi  
Bengali

## Core competencies -----

Industry Research, Product Promotion,  
Business Development, Annual Business  
Plan

Area Sales Management, Report writing,  
Presentation Skills, Communication skills,  
Time management, Organizational skills,  
Project Management