


CURRICULUM VITAE

PRITAM SAHA

 pritamsahas@gmail.com

 09836769132 / 09830478499

 <https://www.linkedin.com/in/pritam-saha-b8ba9444/>



PERSONAL DETAILS

Address : 3 No Chandigarh, Natunpally
P.O.: Madhyamgram Bazar
Next Lane of Sukanta Sarani
Dist.: North 24 Parganas
Kolkata: 700 130

Date of Birth : 24th October 1987

Sex : Male

Nationality : Indian

Marital
Status : Married

Language
Known : English, Hindi, Bengali

Strength : Presence of Mind, Hard Work & Ambitious

Interests : Travelling & Photography

Career
Objective : Seeking the position of Senior Project Manager where more than 12 years of **Business Development, Project Management, Delivery Management, Staffing, and Account Management** experience can be put to use to identify sales opportunities through sales activation, people management, relationship development, and networking to improve sales bottom line and increase company revenue.

EDUCATIONAL DETAILS

M.B.A : Passed from "E.I.I.L.M" Institution with 61.87 % marks in 2011
(Major: Marketing || Minor: Systems)

B.C.A : Passed from "B.P.P.I.M.T" Institution with 7.76 DGPA in 2009

Higher
Secondary : Passed from "Madhyamgram High School" with 53.10 % marks in 2006

Madhyamik : Passed from "Madhyamgram High School" with 69 % marks in 2004

TECHNICAL KNOWLEDGE DETAILS

Operating

System Platforms : Windows 7 / 10, Red Hat Linux, Ubuntu

Language

Proficiency : C, C++, Core Java, Oracle 9i

Office

Tools : MS Office 2003/2007 / 2013

Web Based

Proficiency : Basic Idea of Word Press, MVC Framework.

Marketing

Automation : SharpSpring (All in One Revenue Growth Platform)

SUMMER TRAINING & PROJECT EXPERIENCE

Professional Attainment : Industrial visit to **Ambuja Cement Plant**, Sankrail

Project 1 : Completed Project Called “**Game Parlour Automation System**” from G.S.T using C ++ Technology.

Project 2 : Completed Project Called “**JAVA IDE**” from Ardent Collaborations using Core Java Technology.

Project 3 : Completed Project Called “**Brand Survey of ‘Pure It’ and Its Opportunities**” from Hindustan Uniliver Limited in Sales.

EXTRA QUALIFICATIONS

- Completed “**YMHT**” & “**FCNE**” from Techno Lab Institution in 2006 – 2007
- Having more than 5 years of hands-on experience in maintaining different paid campaign, on page & off page work for **Digital Marketing** activities.

:: PROFESSIONAL EXPERIENCE::

LAST WORKED COMPANIES –

1. Digital Aptech Pvt. Ltd.

: Business Development and Account Manager

Date of Joining

: 17.07.2024

KEY RESPONSIBLE AREARS

- ✓ Account Management
- ✓ Staff Augmentation
- ✓ Project Management
- ✓ Delivery Management
- ✓ Vendor Management

2.Shyam Future Tech Pvt. Ltd.

: Senior Technical Advisor

Date of Joining

: 26.02.2024

Date of Leaving

: 05.04.2024

KEY RESPONSIBLE AREARS

- ✓ Account Management
- ✓ Staff Augmentation
- ✓ Vendor Management
- ✓ Project Management
- ✓ Delivery Management

3.MobiSprint Consulting Pvt. Ltd.

: Customer Success Manager

Date of Joining

: 02.05.2022

Date of Leaving

: 31.01.2024

KEY RESPONSIBLE AREARS

- ✓ Account Management
- ✓ Staff Augmentation
- ✓ Dedicated Hiring
- ✓ Strategic Partnership
- ✓ Project Management
- ✓ Delivery Management

4. Deb Digitech Solutions Pvt. Ltd. : Sr. Account Manager

Date of Joining : 13.08.2019

Date of Leaving : 15.04.2022

KEY RESPONSIBLE AREAS

- ✓ Account Management
- ✓ Dedicated Hiring
- ✓ Channel Development
- ✓ Requirement Analysis
- ✓ New Business Development and Formulating & Assisting.
- ✓ Client Relationship Management
- ✓ Project Management & Delivery Management

5. Conor Marketing Pvt. Ltd. : Sr. Marketing Manager

Date of Joining : 01.11.2017

Date of Leaving : 09.08.2019

KEY RESPONSIBLE AREAS

- ✓ Manage all bidding Platform like Upwork, Guru etc. as well as domestic sales.
- ✓ Responsible for monthly target and managing a team of 2 peoples.
- ✓ Maintain Client relationship & strategic partnership.
- ✓ Project Management
- ✓ Account Management

6. Xigmapro Software Pvt. Ltd. : Business Development Manager

Date of Joining : 24.01.2012

Date of Leaving : 31.10.2017

KEY RESPONSIBLE AREAS

- ✓ Collect Leads from Tele calling & Mail marketing.
- ✓ Visit all the valid leads (B2B & B2C) as understand their needs for website development.
- ✓ Proposal making and deal closing.
- ✓ Manage whole project as a Project Manager, communicate with the designer, developer & SEO team and complete the project as per deadline.
- ✓ Delivery Management
- ✓ Account Management
- ✓ Manage all bidding Platform like Upwork, Guru etc.
- ✓ Managing a team of 3 people for domestic and international market.

DECLARATION

I hereby declare that the above mention information is correct & complete to best of my knowledge & belief. I believe in my potency & confidence to take any sort of responsibilities under any circumstances.

Place :

Date :

PRITAM SAHA