Avijit Roy

Kolkata, West Bengal
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+91 89108 06300

Web Developer with hands-on experience in building responsive and user-friendly websites using HTML, CSS, Bootstrap, and JavaScript. Skilled at creating clean, well-structured code and optimizing front-end performance. Strong eye for design and detail, with the ability to translate requirements into functional and visually appealing web interfaces. Eager to contribute technical expertise and problem-solving skills to deliver effective digital solutions.

Willing to relocate: Anywhere

Personal Details

Date of Birth: 1998-11-06

Work Experience

Process Associate

Sunknowledge Pvt. Ltd-Kolkata, West Bengal
Full-time
April 2024 to February 2025 • Full-time

• Proficient in developing and executing strategic marketing plans to increase brand visibility and drive revenue growth.

• Skilled in market research, competitor analysis, and identifying growth opportunities to maximize sales potential.

• Adept at analyzing sales data and performance metrics to refine strategies and achieve business objectives.

• Experienced in collaborating with cross-functional teams to optimize product positioning and customer experience.

• Proven track record of exceeding sales targets and building lasting client relationships

Business Development Manager

Gathbandhan Matrimony Pvt Ltd-Bengaluru, Karnataka
Full-time
December 2022 to December 2023 • Full-time

• Develop and implement growth strategies to achieve company revenue and profitability targets.

• Build and maintain strong relationships with existing clients to ensure satisfaction and repeat business.

• Prepare and deliver compelling sales presentations to key decision-makers.

• Conduct market research to identify industry trends, competitor activities, and potential areas for growth.

• Monitor sales pipelines, key performance indicators (KPIs), and business development metrics.

• Achieve and exceed sales targets by managing client relationships and closing deals.

Business Development Associate

Think & Learn Pvt. Ltd (BYJU's)-Kolkata, West Bengal

Full-time
March 2022 to November 2022 • Full-time

• Planned marketing initiatives and leveraged referral networks to promote business development. Boosted revenue by bringing in and cementing relationships with new clients and optimizing servicing of existing customer accounts.

• Proactively engaged customers in various departments to provide in-depth product knowledge in a non-commissioned environment Enhanced sales techniques and marketing plans to strengthen business development efforts.

• Verified work aligned with service levels agreed upon and client requirements.

E-Commerce Executive

Netscribes India Pvt. Ltd-Kolkata, West Bengal

Full-time

February 2020 to December 2021 • Full-time

• Daily Product Listing, Quality Checking & Submit Client Reports, A+ Content Creation, Store Branding, and restructuring product prices as per the market on E-commerce Sites.

• Working CRM's & Projects- Noon.com & Udaan

• I worked as a team leader in Udaan and Tata Click Projects, handling a 30-person team.

• The procedure for quality assurance uses a client module, client communication for project requirement understanding, creating a technical document and flow diagram to proactively identify issues, and contributing to process improvement initiatives.

Education

Business Administration (B.B.A/ B.M.S)

Maulana Abul Kalam Azad University of Technology-Kolkata, West Bengal

Full-time | August 2016 to July 2019
Scored: 5.75 CGPA

Skills / IT Skills

• JavaScript

• Team management

• Operations management

• Bootstrap

• Medical billing

• HTML

• Training & development

• CSS

Languages

• English - Fluent
• Hindi - Fluent
• Bengali - Native

Awards / Achievements

Best Performer as Web Developer

September 2025

• Recognized as 'Best Performer' for excellence in coding, performance optimization, and teamwork.