

Amrita Sengupta

UK & USA Destination Team Lead

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PROFESSIONAL SUMMARY

To prove my efficiency as a best employee and to widen my knowledge of latest trends and advancements in the corporate field and implement the same for the betterment of your Concern and society.

SKILLS

- | | |
|---------------------------|-------------------------------|
| * Time Management | *Documents Filing |
| * Time Letter Preparation | *Multi Line Phone Proficiency |
| * Correspondence Handling | *Filing & Data Archiving |
| * Cold Calling | |

WORK HISTORY

Jan 2021 - Till date - Abroad Consult, Hyderabad

Team Lead - UK & USA Destination

Roles and Responsibilities

- Recruit, train and manage a team of Student Counsellors / Study Overseas consultants to sell our products and services.
- Identify sales opportunities, develop / implement sales strategies pan India and plans to achieve sales target.
- Plan and manage the advertising budget and campaigns for the department.
- Create and roll out innovative ads, campaigns, promotions and marketing material. * Monitor the results and success of various sales campaigns and programs.
- Evaluate results based on prospect generation, conversions and targets achieved.
- Responsible for new product development; planning, creating, marketing and driving strategy for the success of the products.
- Conduct regular market intelligence and competition analysis and track market trends.
- Identify threats & opportunities and recommend plans & implement strategies to address them.
- Monitor the sales performance of the team on a weekly/monthly basis.
- Responsible for providing analysis of key business metrics and driving long term strategy for the department.

WORK HISTORY

October 2019- June 2020

Senior Sales Executive| the Vimbri Media Pvt Ltd

Doing cold calls and explaining the benefits of the product which we sale on phone.

Help them with entire business facility & features utilization.

Make them understand the product & understand their requirements.

July 2016 - July 2019

Team Leader| Haritha Technologies Pvt Ltd| Hyderabad

Handled team of 10 people & trained them for Boom barrier, CCTV, and Automated Gate Project & updated the Sales team with the proper feedback.

WORK HISTORY

September 2013-April 2014

Online Marketing Specialist| Quirk India Pvt Ltd| Mumbai

Dealing with the corporates (Real estates & Google AdWords).

Counselling the client about the product over the call.

WORK HISTORY

November 2010- May 2013

Customer Care Specialist| Staples future office Products| Mumbai

Dealing with the Corporate SME's and Giving information about the loyalty

Reward Programs.

Selling the Stationary items & solving queries related to Laptop & Desktop.

EDUCATION

Date of Birth: 7th June 83.

Xth Standard Board (1999)

Greens English School | Dombivli, MH

XIIth High School (2002)

SNDT Women's University | Mumbai, MH

Commerce

Diploma in Travel Management (2003)

Indian Merchant Chambers | Mumbai, MH

Graduation (2006)

Bachelor Of Commerce

Chatrapati Shahuji Maharaj University | Bhopal, MP

TECHNIQUE ACQUIRED

- Microsoft Office
- Ms Window Server
- Microsoft Excel
- Microsoft PowerPoint
- Operating Systems

Personal Skills

- Teamwork skills
 - Leadership skills
 - Enthusiasm and personal drive
 - Initiative
 - Management and organisational skills
 - Willingness to learn
 - Flexibility
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Languages

English & Hindi

DECLARATION

Hereby declare that the above written particulars are true to the best of my knowledge and Belief.

