## RESUME

**Bipul Chakraborty**

Mobile: 9903017476

Email: bipulchakraborty10@gmail.com

Age: 44.4 years

Functional Area: Fruits & Vegetables Sourcing EAST ZONE

Present Location: BARASAT, West Bengal

Highest Designation: Deputy Manager at future retail limited.

**Job Objective**

***Seeking middle level assignment in Agribusiness with an organization of repute***

**Professional Synopsis**

- Result oriented sourcing & sale professional with **18 years** of experience in the areas of fruits and vegetables & Grain Trading & maintain proper PNL, maintain front end & back end also.

- **Work in RELIANCE RETAIL LIMITED**

, **Senior Manager East**

**Education**

**B. Sc. (Industrial Fish and Fishery)** from Vidyasagar University (Passout-2001).

**Career Highlight**s

**Reliance retail limited**

**Job Role; All west Bengal ,Dhanbad, BiharFnVcategories**

**Responsibilities**

**1.To maintain all F&V category as per company norms.Responsibility buying ,supplier maintain margin& also front line.**

**2.Purchase F&V article from supplier &increases buying effiency**

**To maximized profit.**

**3.To maintain profit margin in store category.**

**4. To communicate all sales team,F&vdept. Team & SCO customers accordingly & growing business.**

**5. Responsible for increasing sales turnover&margin.**

**6. Responsible to maintain F&V category as per retail format.**

**7. Responsibility to maintain as regional basis full F&V category.**

**Future retail Limited**

**Job Role; All west Bengal ,Dhanbad, BiharFnVcategories**

**Responsibilities**

**1.To maintain all F&V category as per company norms.Responsibility buying ,supplier maintain margin& also front line.**

**2.Purchase F&V article from supplier &increases buying effiency**

**To maximized profit.**

**3.To maintain profit margin in store category.**

**4. To communicate all sales team,F&vdept. Team & SCO customers accordingly & growing business.**

**5. Responsible for increasing sales turnover&margin.**

**6. Responsible to maintain F&V category as per retail format.**

**7. Responsibility to maintain as regional basis full F&V category.**

**Bijak Krishiacharya Technologies PVT LTD**

**As a state head Business development F&V & Grains.**

**Job Role; W.B F&V & Grains trading business development**

**Responsibilities**

**1.To maintain F&V & Agri commodity trading business as per company norms.**

**Responsibilitybuying, supplier,maintain margin.**

**2.Purchase F&V & Agri commodity article from supplier &increases buying efficiency To maximized profit.**

**3.To maintain profit margin in F&V & agri commodity trading business.**

**4.To communicate all sales team, &Buyer team accordingly & growing business.**

**5.Responsible for increasing sales turnover & margin.**

**6.Responsible to maintain F&V & commodity trading & sale as per our company norms.**

**7.Responsibility to maintain as regional basis full F&V & commodity category Also backhand finance.**

**8.Responsible credit disbursement, timely return credit amount with proper margin as per company norms.**

**9. Trade Sugar ,Organic Black Rice ,natural rubber, as per company norms.**

**10.Appling Trade finance Assam Tea,wheat,OrganicTurmaric& recover proper time.**

**Samunnati Agro solution pvt ltd**

**As a business development manager east zone.**

**Job Role;East & North east Agri trading business development**

**Responsibilities**

**1.To maintain F&V trading business as per company norms. Responsibilitybuying, supplier,maintain margin.**

**2.Purchase F&V article from supplier &increases buying efficiency**

**To maximized profit.**

**3.To maintain profit margin in F&V trading business.**

**4.To communicate all sales team,FPOteam &Buyer team accordingly & growing business.**

**5.Responsible for increasing sales turnover margin.**

**6.Responsible to maintain F&V & commodity trading & sale as per our company norms.**

**7.Responsibility to maintain as regional basis full F&V & commodity category Also backhand finance.**

**8.Responsible credit disbursement, timely return credit amount with proper margin as per company norms.**

**9. Trade Sugar ,Organic Black Rice ,natural rubber, as per company norms.**

**10.Appling Trade finance Assam Tea,wheat,OrganicTurmaric& recover proper time.**

**Spencer’s retail limited**

**As a RMBM posted on Kolkata**

**Job Role; All west Bengal ,Dhanbad, BiharFnVcategories**

**Responsibilities**

**1.To maintain all F&V category as per company norms.Responsibility buying ,supplier maintain margin& also front line.**

**2.Purchase F&V article from supplier &increases buying effiency**

**To maximized profit.**

**3.To maintain profit margin in store category.**

**4.To communicate all sales team,F&vdept. team & SCO customers accordingly & growing business.**

**5.Responsible for increasing sales turnover&margin.**

**6.Responsible to maintain F&V category as per retail format.**

**7.Responsibility to maintain as regional basis full F&V category.**

**Future Retail L.T.D**

**Big Bazaar Format**

**Job Role :As North Bengal & North East F And V Category**

**Responsibilities.**

**1.To maintain all F&v category as per company norms.Responsibility buying ,supplier maintain, margin& also front line.**

**2.Purchase F&V article from supplier &increases buying effiency**

**To maximized profit.**

**3.To maintain profit margin in store category.**

**4.To communicate all sales team,F&vdept. team & SCO customers accordingly & growing business.**

**5.Responsible for increasing sales turnover&margin.**

**6.Responsible to maintain F&V category as per Big Bazzar Format.**

**SUPERMARKET GROCERY SUPPLIES PRIVATE LIMITED**

**As AssistantManager-F&V Merchandiser**

**11th March 2016 to 31stDecember, 2016**

Responsibilities

**1.To maintain all F&V category as per company norms.**

**2.Purchase F&V article from supplier &increases buying effiency**

**To maximized profit.**

**3.To maintain profit margin in duck store category.**

**4.To communicate all seals team, F&V dept team & SCO customers accordingly & growing business.**

**5.Responsible for increasing sales turn over&margin.**

**METRO CASH& CARRY (I) P LTD 21st Feb2011 -10th March 2016**

**As Executive**

Responsibilities

a Purchase Fruit & vegetable directly from farmer& market vendor.

b Increase profit margin

c Building exercises in farmer community.

d To operating collection center & maintaining 200 farmer.

E From Supplied about100 different skus from CC.

F To maintain profit margin in store business.

G To communicate all seals team,F&vdept team & SCO customers accordingly & growing business.

**BASF India Ltd., West Bengal May’10 -20t Feb2011**

As **Development– Associates**

Responsibilities:

a. To drive the sales function of the company in the designated districts of West Bengal.

b. Campaigning in the villages, brand building exercises in farmer community.

c. Responsible for increasing sales turn over.

**Pick N Serve Foods P Ltd., WB Feb’09 - Apr’2010**

As **Executive– F&V Sourcing**

Reporting to: CEO

Responsibilities:

a. To drive the sourcing of Bananas, Mango, Litchi, Water Melon and other fruits and vegetables sourcing from different parts of West Bengal.

b. Creating competitive sourcing bases directly from the growers/farmers.

c. Responsible for increasing the product portfolios

**Keventer Fresh Ltd., Kolkata Mar’08 – Feb’09**

*As* ***Buyer-F&V***

Reporting to: Procurement Head

Responsibilities:

a. To meet the demand of F&V and ensure timely supply & quality of F&V.  
b. To coordinate with the other divisions of Retail, CPC to ensure smooth operation.  
e. To meet the target for the quantity

**Reliance Retail Ltd., Kolkata Mar’07 - Mar’08**

*As* ***Collection Centre In charge***

Reporting to: State Head- Procurement

1. To campaign in the surrounding villages and to convince the farmers to sell F&V to the CC
2. To meet the target sourcing quantity skus wise
3. To build the relationship with the farmers for growing certain vegetables beneficial for them as well as for the company.
4. from Supplied about 25 different skus the CC

**Tokita Seeds Sept’05 – Feb’07**

Worked under the Distributor of Tokita Seeds.

Responsibilities:

a. Field Visits to different parts of West Bengal for selling seeds

b. Meeting the target given by the Distributor

**Personal Details**

Contact Address : C/O- Bivakar Chakraborty, Vill: Ransagar, Post+P.S: Murshidabad, Dist: Murshidabad, PIN-742149, and WEST BENGAL

Residential Address; Bipul Chakraborty, village; Buripukur, Noapara, Barasat.24PGS (N)

Contact Number: 9903017476/9609177476

Date of Birth: 11-Nov-1977

Language Known: Bengali, Hindi. English

Marital Status: Married