

# RESUME



## Kumaresh Mazumdar

### Objective

To provide a standard of excellence unsurpassed in a reputed firm through perfection and sheer dedication. To achieve a personal development and a career advancement, where it would strongly help in motivating my capabilities to fully prove my worth and my soon to be team to a substantial target beating performance.

### Academic Qualifications

<i>Degree</i>	<i>Institute/ University</i>	<i>Discipline</i>	<i>Year of Passing</i>	<i>% Aggregate</i>
MBA	E.I.I.L.M. Kolkata	Marketing/ Retail	2012	66%
Graduation	I.T. Centre(North Bengal University)	BBA	2009	57.8%
Higher Secondary	K.V. Bendubi	Arts	2006	73.8
Secondary	K.V. Borjhar	General	2004	61.4

### EXPERIENCE:

1. Presently in **SGS India Pvt Ltd** as Executive - Sales  
Currently working From 15<sup>th</sup> of Dec, 2014

**Company Profile:** It's an MNC; they are into providing Testing, Verification, and Inspection & Certification like ISO, CE Certificate, and EN Testing etc.

**Job Profile:** Direct Sales, Corporate Sales, Target customers are Exporters & manufacturers. Doing data mining from data base, online portals like just dial, indiamart.com, tradeindia.com etc.

Telecalling, brief about our service, fix appointments.

Meeting Clients, ask to do testing, rate negotiation, giving presentations about what testing they should do, handling queries & complaints.

Making quotation, coordination with the laboratory for testing, closing sale, fund follow ups, retaining clients, deliver best service.

2. 1 year in **Mallcom Safety Pvt Ltd** (Brand Name- Tiger), as Executive- Marketing.  
From 18-12-2013 to 04-12-2014

**Company Profile:** Manufacturer of PPE (Personal Protective Equipment) Like Safety shoes, Gloves etc, having 'TIGER' brand name.

**Job Profile:** Corporate sales & Selling & Marketing of safety products.

Tele calling, data mining, finding prospective clients from data base.

Understanding the needs & briefing of the products over phone.

Fixing appointments, factory visits, Dealer handling,taking orders from Dealer, fund follow ups.

Doing campaign, seminars, making quotation, scouting dealers.

Handling queries, promoting new product line.

3. 1 Year in **Indiamart Intermesh Ltd** as Senior Executive  
From 31-12-2012 TO 04-12-2013

**Company Profile:** It's an online B2B portal / market where business deal happens, provide catalogs, websites to promote the business line of those companies who deals all over India & are the member of Indiamart. They have branches all over India.

**Job Profile:** Direct Sales, Corporate sale, new client acquisition.

Selling catalogs/Websites & different services to achieve targets.

Data mining, Telecalling, explaining the service, pitching the right product, fix up appointments.

Doing 2-3 corporate visits each day, giving presentation, making quotations, follow ups, closing sale, fund follow up, handling grievances.

## **Professional Attainment**

- Industrial visit to mother dairy
- Summer Internship program in Big Bazaar & Pantaloons (Future Group) in MBA
- Internship program in TVS Annapurna dealership agency in BBA
- DCA, Typing

**Interests**

- Listening to music,Gym

**Personal**

- Date of Birth : 04-11-1988
- Guardian's name : K.C. Mazumdar
- Languages Known :  
English  
Hindi  
Bangali  
Assamese  
Nepali

**Present address:** 15 /1 C, Centre Sinthe Road Dumdum – 700050, Kolkata, W.B. India

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