

## CONTACT

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**Father's Name:** chachal kumar deb  
**Date of Birth:** 11th march , 1995  
**Sex:** Female  
**Nationality :** Indian  
**Languages :** English, Hindi,Bengali.

## SKILLS

- leadership
- Active listening
- conflict management
- communication
- critical thinking
- negotiation
- Effective time management
- computer skills
- Autocad

## PERSONAL INFO

Dedicated Architect with building product knowledge where i can fully understand and can effectively communicate with customers about the product, its features, benefits, uses, and support needs. currently working with UltraTech cement limited in sales & marketing with 4 years of experience . have a proven track record of exceeding sales targets and providing excellent customer service. Skilled in product knowledge, inventory management, and merchandising strategies. Strong communication and interpersonal skills, with the ability to build rapport and establish long-lasting customer relationships. A dedicated team player who thrives in a fast-paced retail environment.

## EDUCATION

YEAR OF PASSING

- MBA in sales and marketing** 2024  
*amity university ,noida*
- B.architecture** 2019  
*hitkarni college of architecture ,jabalpur*

## EXPERIENCE

July2022-  
current

- sales manager**  
**JOB DESCRIPTION**

*ultratech cement ltd ,jabalpur ,regional office*

- Cultivate Strong Relationships: Develop enduring partnerships with new clients in the untapped Central India market.
- Drive B2B Sales: Lead the sales pipeline in Government Sector, PSUs, Housing Societies, Real Estate Services, Architects, and Consultants organizations.
- Product Expertise: Possess in-depth knowledge of product lines, understanding customer needs, and creating demand for products.
- qualifying leads and setting up appointments for the sales team. Use all the possible methods to reach out to potential customers and initiate the sales process.  
Sales Strategy: Develop and execute a sales plan to meet and exceed targets, around (1- 1.5 lac a month) ,ensuring revenue and Profit and goals are achieved.
- Optimize Business Development: Collaborate with channel partners to streamline field operations and lead generation.
- Customer Engagement: Regularly meet existing and potential clients to comprehend evolving business needs and present suitable product solutions.
- Market Expansion: Expand business through collaboration with Architects, Builders,Consultants, PMC, and Fabricators.
- Government Projects: Liaise with new government infrastructure projects, specifying products in government tenders.
- Responsible for identifying and qualifying potential customers to fill the sales funnel with the help of Sales team
- Competitive Analysis: Conduct market analysis, track competitors, and identify new market potential.
- Ensure sales & marketing orders exceeds production capacity.
- managing the entire sales funnel process, from lead generation to closing deals.
- Exhibition Participation: Represent the company at exhibitions and trade fairs to generate leads.

## HOBBIES

Music , Sketching, Travel

## LICENSE

council of architecture license ,  
nagar nigam abpas license.

- Monitoring after sales services such as invoicing, cube reports, cheque collections, etc.
- Ensure that post sales follow-up with customer or internal departments are made, and no reason left behind for customer for delay in payments.

Oct2020-  
july2022



### sales accociate

#### JOB DESCRIPTION

*Home Task associates , Jabalpur*

- Manage the client database to ensure data integrity and uphold quality assurance standards.
- Upselling and cross-selling products to increase sales and meet revenue targets.
- Prepared bills , selected materials for interior projects.
- Responding to customer inquiries and resolving any issues or complaints.



### sales associate

#### JOB DESCRIPTION

*maple construction , ( insignis architecture)Pune*

- Conduct sales events to promote products.
- Recommending and suggesting products based on customer preferences and needs.
- Assisting customers with finding the best relevant product & services to their construction journey.
- visiting our channel partners such as dealers . architects ,ihb in market for closing the deal ,giving product knowledge .
- Processing customer transactions accurately and efficiently

jan2020-  
sept2020



### Architectural intern

#### JOB DESCRIPTION

*Mehta & Associates , Indore*

- Reviewed Technical Drawings Developed By Cad Technicians And Drafters.
- Conduct market research to understand new trends and create reports.

jan 2019-  
sept2019