

## DIBYAJYOTI SINHA

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A leadership position where my knowledge, expertise and skills can impact corporate profits and productivity.

### CAREER PROFILE

- A result oriented professional with over 17 years of experience in direct marketing
- Target and achievement oriented with an ability to take up challenges and perform in changing work environment.
- Extensive in developing procedures, service standards & operational works for business excellence.
- A smart negotiator with abilities in finalizing cost effective contracts.
- Ability to maintain smooth and cordial relations with business partners and good rapport with customers.

### CAREER HIGHLIGHTS:

**ESDS SOFTWARE SOLUTION PVT. LTD.**

**(APR 2016 – PRESENT)**

**Assistant Sales Manager**

**ESDS** is an IT infrastructure service provider that includes cloud optimization.

- Looking after SME, Corporate & Govt. customers.
- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Sells products by establishing contact and developing relationships with prospects; recommending solutions.
- Handling high net-worth clients & coordinating with team members to ensure the smooth flow of business.
- Responsible for all procurement activities.

**TOPS SECURITY LTD.**

**(JUNE 2013-April-2016)**

**Manager-Sales**

- Looked after SME (Industry, office) & Govt. customers.
- Looked after sales, handling operation team and all branch responsibilities.
- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Maintained relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.

**KORAZON TECHNOLOGIES PVT. LTD.,**

**(MAY 2009-JUNE 2013)**

**Marketing Manager, VSAT Equipment Sales** (Provides Satellite Internet Connectivity)

**Korazon Technologies** is a Channel & Service Partner of Hughes Communications India Ltd. for the N.E. Region.

- Looked after SME & Govt. customers.
- Handled a team of 4 Sales Persons and 10 Engineers.
- Handled high net-worth clients & coordinating with team members to ensure the smooth flow of business.
- Responsible for all procurement activities.
- Developing high performing & motivated teams.
- Ensuring that the team addresses all the client queries in a timely manner and personally taking care of any escalations.

**TATA AIG LIFE INSURANCE CO. LTD.**

**(May 2007-April 2009)**

**Field Sales Officer, Bancassurance**

- Generating leads from Bank Staffs.
- Dealings with the portfolio of existing Bank Clients & to provide class service on various insurance products.
- Develop & maintain good working relation with Bank personal to give presentation during bank customers meet.
- To travel when and where necessary.
- To provide timely report in accordance with the requirement of the company.

**UNIQUE INFOSYS**

**(July 2003-April 2007)**

**Asstt. Sales Manager, IT Sales**

- Appointments for promotion of our products through Govt. & Corporate offices to sale computers, laptops and stationeries.
- Generating AMC's from existing & non-existing clients.
- Leading business expansion by appointing retailers throughout Assam.
- Forecasting future market & business growth and accordingly setting sales goals.

### **COMPUTER PROFICIENCIES**

- CIT from CMC, Silchar
- DTP from FIT, Guwahati
- PGDCA from N.P.G. College under M.C.R.P.V., Bhopal

### **ACADEMICS**

B.A. (Eng) under Assam University, Silchar

2000

MBA (Marketing) Under Tamil Nadu Open University

2017

## Project handled

1. Railway Reservation System
2. Cloud Computing Technology for modern business.

PERSONAL DETAILS	
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Date of Birth	:	March 1, 1978
Address	:	C/O- Mr. Dinul Islam, H.No. 2, Rajpath Hatigaon, Guwahati-781028
Languages	:	English, Hindi, Assamese, Bengali & Manipuri
Marital Status	:	Married
Sex	:	Male
Current Location	:	Guwahati
Nationality	:	Indian
Present CTC	:	7.3 lakhs
Present Location	:	Guwahati
Preferred location	:	Guwahati