

# BISWAJIT MITRA

AREA SALES MANAGER



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C/O- Marshall Fernandes, Banglo Waddo, Near Major Bakery, Bardez taluka, North Goa-403502

## PROFILE

I am a qualified and professional Area Sales Manager with 14 years of experience in sales & marketing . Strong creative and analytical skills. Team player with an eye for detail.

## SKILLS

- Sales
- Marketing
- Business development
- Customer service
- Problem-Solving
- Computer Literacy
- Team Leader
- Strong Communication

## EXPERIENCE

### AREA SALES MANAGER

[Europa Foams Pvt. Ltd.](#)

[Location - Goa, India.](#)

March - 2018 - Present

- Follow up sales team to achieve sales targets.
- Execute sales strategy in the market with sales team.
- Dealer visits to boost up sales.
- Awarded with 'The best employee of the year FY - 18-19

### SENIOR BUSINESS OFFICER

[Peps Industries Pvt. Ltd.](#)

[Location - Goa, India.](#)

June 2017-February 2018

- Retail and Industrial sales.
- Achieved and crossed sales targets twice for the FY - 17-18.

### FRONT OFFICE MANAGER

[Orchid De Goa.](#)

[Location - Goa, India](#)

July 2016- May 2017

- Managing OTA sales.
- To greet guests and allocate rooms to them.

### FIELD SALES EXECUTIVE / AREA SALES MANAGER

[Om Reality](#)

[Location - South Kolkata , West Bengal, India.](#)

October 2008- June 2016

- Meeting Real estate developers for project sales.
- Achieved sales target for the consecutive 3 years.
- Promoted to Area Sales Manager in the year 2011.

## EDUCATION

### SECONDARY SCHOOL

Eden College, Kanke, Ranchi.

Grade - 2nd division

2004

### BACHELOR OF ARTS

Ranchi college, Ranchi University

Grade - 2nd Class

2007

## CERTIFICATION

- Graphic Design - APTECH
- Sales Manager - Improving Sales Teams Performance - UDEMY ( Mr. Steve Ballinger (MBA)