

Somesh Bhowmick

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Objective

To make a positive contribution to your dynamic and well reputed organization and be able to deliver to the bottom-line and to constantly upgrade my knowledge and skills so to grow with the growth of the organization.

Key Qualifications

- I have relevant experience in sales & customer relations.
- I have experience in handling a residential & commercial projects.
- I am good at handling residential sites- direct sales & closures.
- I have experience of handling a team of 10+ sales persons.
- I have knowledge & experience of sales force.

Work Experience

Assistant Manager

Mantra Properties Pvt Ltd, Pune, M.H.

Oct 2018 - Present

- Direct Selling real estate residential & commercial projects.
- Handling ticket size of 60 Lakhs - 1Cr
- Handling entire project sales.
- Generating leads, attending walk-in, and making closures.
- Providing presentation to clients & corporates.
- Providing finance options to clientele.
- Meetings existing clients for references, meeting referral clients & closing the deal.

Deputy Manager

Vascon Engineers Ltd, Pune, M.H.

Jul 2017 - Oct 2018

- Direct Selling real estate residential & commercial projects.
- Handled ticket size of 80 Lakhs - 15 Cr.
- Handling entire project sales.
- Generating leads, attending walk-in, and making closures.
- Providing presentation to clients & corporates.
- Providing finance options to clientele.
- Meetings existing clients for references, meeting referral clients & closing the deal.

Team leader

Intelnet Global Services, Pune, M.H.

Apr 2016 - Jul 2017

- Heading Pune location for American Express corporate Card.
- Enhancing sales as well as operations.
- Handling a team size of 10+ sales managers.
- Handled portfolio of 30 Crore plus turnover company.
- Acquiring new clients from entire location.
- Enhancing relationship with corporate clients efficiently handling client billing process.
- Generating revenue from client.
- Grooming sales team for effective work.
- Prospecting, meeting & conversion of corporate clients in Pune.
- Achieving quarterly/ yearly targets on time by effective team work.
- Efficient team management & employee.

Assistant Manager

Axis Bank Ltd, Raipur, C.G.

Mar 2015 - Oct 2015

- Taking care of Retail Forex & Remittance. Have knowledge of foreign currencies.
- Have knowledge of foreign transactions.
- Experience of handling 35 branches.
- Experience of giving corporate presentations.
- Experience of giving training to branch officials.
- Experience of selling forex product.
- Experience of handling operations.

Management Trainee
Anm ventures, Raipur, C.G.

Aug 2014 - Jan 2015

- Taking care of clients promotions, branding as well as marketing research.
- Experience of branding.
- Experience of promoting companies (Real estate, Hotel, Malls) products and services.
- Experience of market research.
- Have done ESS & cloud study of industrial workers.
- Working knowledge of excel and preparing presentations.

Education

Masters of Business Administration
Siksha O Anusandhan University

Jun 2014

- Graduated with 75%
- Concentration in Marketing.

Post Graduation & Diploma In Banking
Ifbi

Jun 2012

- Scored 73%
- Concentration in Banking.

Bachelor Of Business Administration
Pt. Ravishankar Shukla university

Jun 2012

- Graduated with 59.3%
- Concentration on General management.

Diploma In Computer Application
Alaska computer education- CG Govt recognised

Jan 2011

- Scored 71%
- Concentration on Ms office, tally, Html, photoshop

HSC
J. D. Daga school, CGBSE

Jul 2009

- Scored 67.1%
- Concentration on Commerce.

SSC
Holy cross byron bazar, CGBSE

Jul 2006

- Scored 67.1%
- Concentration on General studies.

Achivements

Got appreciation for outstanding performance during launch of Insignia phase 2 at Mantra Properties.
Got appreciation for individual performance & selling off a property at Vascon Engineers Ltd
Got appreciation in six months for successfully completion of Tier-2 target in American Express.
Best customer satisfaction award in desired territory in Axis Bank.

Personal Details

- Date of Birth: 10- Jul- 1990.
- Gender: Male
- Nationality: Indian
- Marital Status: Married
- Languages Known: English, Hindi, and Bengali.
- Permanent address: Anandini Villa, Amlidih, Raipur, C.G.