Resume

**MRINAL SARKAR #733, 14th main, SLS Building msarkardigital@gmail.com Kumarswamy Layout, Bangalore**

**Mobile No- +91-90361-70351**  **Pin No-560078**

|  |  |
| --- | --- |
| **Brief Synopsis** | |
| MBA with specialization in Marketing & HR and BBA in General Management with nearly 5 years of Experience in Sales & Marketing/ Business Development with products that are considered to be Conceptual & Technical. | | | |
| **Key Skills** |
| * Fair understanding in increasing Sales revenue, developing profitable & productive business relations. * Interacting with C level Executives, Coordinating with decision - makers, building an extensive client - base & market. Development. * Organizational, Relationship, Negotiation, Cold Calls, Lead Generation, Presentation & Analytical Skills with command over communication. | | |

|  |
| --- |
| **Work Experience** |
| **1) Graduate Sales Trainee in SBI- Life Insurance Co. Ltd**  Location- Mehsana (Gujarat)  Duration- From July (2009 -2010)  Key role- Conducting Insurance business through recruitment of agents, training of sales team. | | | | | |
| **2**) **Assistant Sales Manager** - **VOIP Office Telecommunications Pvt ltd.**  Location- Bangalore  Duration- From Oct 2013 to February 2017  Key Role- Sales of VOIP service in US/India, Lead Generation, Corporate presentations,  Demonstrations, Negotiations, Nurturing relations with existing and new tie Ups. | | | | | |
| 1. **Assistant Sales Manager - Handiman Services Pvt Ltd.**   Location- Bangalore  Duration- Since February 2017 – May 2017  Key Role-Lead Generation, Cold Calls, Assessment, Negotiation, Proposals & Presentation. | | | | | |
| 1. **Marketing Manager – Dhanam Contracts Pvt Ltd.**   Location- Bangalore  Duration- From Nov 2017 to Present.  Key Role- B2B Contract Management Services, Lead Generation, Presentations, Negotiations,  Corporate presentations, Demonstrations, Negotiations, Nurturing relations with existing and new.  Team Development, Marketing & Promotions. | | | | | |
| **Computer Skills** | | | |
| **Operating System:** | | | | Windows 98/2000/XP,Vista, Windows7, Windows 10 | | |
| **Languages Known** | | |
| * English * Hindi * Gujarati * Bengali * Chhattisgarhi | | | | | | | |
| **Hobbies** | |
| * Travelling. * Music * Sports, Hiking, Driving * Internet, Learning | | | | |

|  |  |
| --- | --- |
| **Educational Qualification:** | |
| **Degree** | **College** | | **University/Board** | **Year** | **Result%** |
| **MBA**  **(Mktg & HR)** | DIMAT | | C.S.V.T.U | 2010-12 | 62% |
| **B.B.A** | V.M PATEL INSTITUTE OF MANAGEMENT STUDIES | | GANPAT University Mehsana (Gujarat) | 2008-09 | 51% |
| **H.S.C** | B.N.S | | C.G Board | 2005-06 | 45% |
| **S.S. C** | B.N.S | | C.G Board | 2003-04 | 54% |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Extra Curricular Activities** | | | | |
| 1. Head of Management committee at farewell event 2. Active member of Coordination committee of a national level management event Di-Impulsion 3. Member of War of Bands. | | | | | |
| **Achievements** |
| * 1. Winner of Quiz competition in college and Runners-up of Inter College Football.   2. Winner of Business Quiz and Add Mad.   3. Several Cash Awards for Best Sales Person | | | | | |
| **Personal Information:** | |
| **Name** | | Mrinal Sarkar | | | |
| **Father’s Name** | | Mr. P. Sarkar | | | |
| **Mother’s Name** | | Mrs. Ratna Sarkar | | | |
| **D.O.B** | | 02 April 1987 | | | |
| **Permanent Address** | | 32, Vasant Vihar Colony, Purena, Ring Road -1, Raipur- 492006 | | | |
| **Contact Number** | | 09036170351 | | | |
| **Nationality** | | Indian | | | |
| **E-mail Id** | | [msarkardigital@gmail.com](mailto:msarkardigital@gmail.com) | | | |
| **Declaration** | | | I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars | | |
| **DATE: \_\_\_\_\_\_\_** | | | | **M. Sarkar** | | |