



## SHUVAM PAL

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Po: Singur, Dist: Hooghly, Near Singur Electric Office, Pin: 712409, India

Mail ID: shuvampal2@gmail.com/ shuvam.pal@isbm.ac.in

Gender: Male

DOB: 19/10/1994

### EXPERIENCE

Fresher

### EDUCATION

1. International School of  
Business and Media |  
AICTE 2019 | PGDM |  
Supply Chain & Operation  
Management  
3.22 CGPA

2. Supreme Knowledge  
Foundation Group of  
Institutions | WBUT  
2016 | B.Tech |  
Electronics and  
Telecommunication  
73.5 Percentage

3. Singur Mahamaya High  
School | West Bengal  
Board 2012 | XII | Science  
61.23 Percentage

4. Singur Mahamaya High  
School | West Bengal  
Board 2010 | X  
74.75 Percentage

### NATIONALITY

Indian

### LANGUAGES

English, Hindi, Bengali

### MARTIAL STATUS

Single

### CAREER OBJECTIVE

A self-motivated individual capable of working under stress and meeting set deadlines. An excellent team player with strong communication skills. To gain employment with an organization that offers me a consistently positive atmosphere where I can contribute my skills to learn new technologies and implement them for the betterment of the business with utmost dedication and sincerity.

### PROFESSIONAL EXPERIENCE

**Payso Fintech Pvt Ltd. | | Marketing Operation Trainee | | Apr 2018 to Jun 2018**

Contributing a proper service in the company by maintaining optimal levels of efficiency on **Merchant onboarding**.

#### **Primary Responsibilities:-**

- Analyzing the KYC documents of merchant
- Product pitching according to its benefits, returns and premium
- Day to day management of all aspects of merchant
- Generating tickets and CUST id for identification
- Acquiring and evaluating information
- Developing new markets through survey based on online and offline questionnaires.
- Branding and product promotion activities
- Client handling

#### **Learning Outcomes:-**

- Team and time management to drive performance
- Improve Interpersonal skills
- Learnt Negotiation skills through pitching for procurement of products from different suppliers
- Merchandising of products as per market trends
- To be accountable on my work- professionalism and knowledge
- Developing full knowledge about merchant onboarding
- Building client relationship through data management 8.To work with optimistic thought process in any kind of environment
- Behaving professionally
- Developing individual responsibilities

## **SKILLS**

- 1. Analytical Skills** (MS word, MS excel, R studio software, solver)
- 2. Operation Skills** (Merchant onboard, Data management, MIS, Achieve Targets, Day to day management)
- 3. IT Skills** (PHP, JAVA, HTML)
- 4. Supply chain management** (Forecasting, Location planning)
- 5. Logistics And Warehouse Management** (import export, transportation, Location planning)
- 6. Procurement** (spend analysis, inventory management, negotiating ,purchasing)

## **EXTRA CURRICULAR ACTIVITIES**

- Played badminton and cricket in various school and college events
- Participated in different robotics competition in our college
- Team member of “Chain Act” supply chain conference at ISB&M
- Part of ISB&M Cricket team at Runbhoomi, 2017
- Member of core team of FORZA, 2017 at ISB&M

## **HOBBY**

- Listening Songs
- Playing Cricket
- Badminton
- Serving Google
- Chatting in Social Media

## **ACADEMIC PROJECTS**

### **Market Analysis and Business Plan for a startup of 3D Printer (Duration: 2 Months)**

- Evaluating 4P's of 3D printer
- Gathering information by market research and make competitor analysis, demand analysis
- Prepare financial calculation for startup
- Target customer analysis
- Generating Risk Matrix by market survey
- Preparing for proper marketing and media campaign
- SWOT analysis

### **Various Cost Control Techniques in Managing Projects | Project Cost Estimating, Project Cost Budgeting, Project Cost Control (Duration: 2 Months)**

In addition to the project goals that the project manager has to oversee, the control of Various costs is also a very important task for any project. Project management would not be effective at all if a project manager fails in this respect, as it would essentially determine whether or not your organization would make a profit or loss.

### **Forecasting of Dabur Sales through R Software | Collecting, Analyzing, Expenditure of data. (Duration: 1 Month)**

Application of forecasting techniques such as simple weighted moving average, linear regression, exponential smoothing, double and triple exponential smoothing and smooth splines to get the minimum error and accurate result

## **AWARDS AND ACHIEVEMENTS**

- Participated in the seminar entitled “State of the Art of Communication Technologies” organized by IEEE on 6<sup>th</sup> September 2014
- Participated in Robotics workshop NRC 2013-2014 conducted by ARK Techno solutions, IIT Bombay
- Stated with best performer award in summer internship training in Payso Fintech Pvt Ltd.
- Vocational Training at Eastern Railway, Howrah Division, Department of Signal & Telecommunication, Howrah, West Bengal from 1<sup>st</sup> July, 2015 - 15<sup>th</sup> July, 2015
- Industrial Training at Bharat Sanchar Nigam Limited, Circle Telecom Training Centre, Salt Lake, Kolkata, West Bengal from 9<sup>th</sup> June, 2015 - 4<sup>th</sup> July, 2015

## **Declaration**

I hereby declared that above all the information provided is true as per my knowledge.

**SHUVAM PAL**

