

Tanmoy hazra

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Job Objective

Seeking Sales and Marketing, Key retail management with an organization of repute;

Professional Summary

- ✦ A dedicated professional with more than **6 years'** experience in retail industry and Key retail management with multifarious industry spectrum.
- ✦ Currently with **Air Plaza Retail Pvt Ltd** as an **ASM**.
- ✦ Possess skills to liaise and initiate business with key clients and convert them to advocates for greater business revenue.
- ✦ A proven track record of providing effective customer service for exalting customer satisfaction.
- ✦ Ability to support and sustain a positive work environment that fosters team performance with strong communication and relationship management skills.

Area of Expertise and Exposure

Retail industry

- Handling all operational work in the outlet. Handling the team of apps, Responsible for smooth operation as well outlet smooth performance with the resources. Also responsible for target achievement, thereby achieving increased sales growth for new and existing products.

- Framing sales promotional activities as a part of brand building & market development effort.
- Conducting detailed market study to analyse the latest market trends and tracking competitor activities and providing valuable inputs for fine tuning the selling and the marketing strategies.

Key Account Management

- Managing account for the top-line profitability and increased sales growth.
- Executing new streams for long term revenue growth and maintaining the commercial targets for greater business prospects.
- Analysing and developing new markets to drive volumes resulting in augmented business.
- Identifying key prospective clients from various sectors to secure profitable business from the existing, thereby achieve business targets

Organizational Experience

- April 2018– till now :** Worked in AIRPLAZA PRIVE LTD., as an ASM Kolkata West Bengal.
- April 2017–march 2018:** store manager in jockey (page industry)
- June 2015–march 2017:** Worked in Madura garments ., bangalor as sr.CCA

Job Responsibilities

Responsible to make the department ready for trading maintain the all staff and relationship with priority customer on regular basis for generating more business from them.

Responsible to close the leads generate & verify all the necessary documents for Financial Products.

Achievements

- 1.Achieved highest sale contest in region wise the month of oct 2018
- 2.Achieved best customer service 2017.
3. Achieved excellent work performance in outlet wise 2019 .

Academic Qualification

School Secondary from
WBBSE

Higher Secondary from WBC
2008

2006

B.Com (Hons) from University
2011

2015

Hotel management (BHM)

Extra Qualification

1. tally
2. retail pos software

Computer Efficiency

Operating System:

Windows Operating System,

Application:

MS-Office, EXCEL ETC

Self-Assessment

Self-motivated.

Hobbies

Mingling with people, playing cricket, Listening Music and watching Movies. Preparing foods

Personal Information

Father's Name : kashi Nath Hazra
ADDRESS : M62/1a Dinu Misrty Bagan
Marital Status : Unmarried
Language Known : English, Bengali and Hindi, tamil, kanada
CTC : 5 LAKHS+ OTHERS BENEFITS..

Date:

Place: Kolkata

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