**Name: Debrup Das**

**Email Id: debrup\_1990@yahoo.in Mobile No. 9156849839**

**Career Objective**: To make a sound position in corporate world, work enthusiastically in team and use my skills and creativity to achieve goal of the organization with devotion and hard work. The aim is to ensure that my growth and organizational growth go hand in hand.

**Career Summary**: MBA with 8 years of experience in Business Development & Team Management, with excellence in:

| * Prospecting * Forecasting & Planning * Exceptional Presentation Skills * Persuasive Negotiator | * Time Management * Key Relationship Building * Advanced Problem-Solving Abilities * Effective Reporting System |
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**Educational Qualifications:**

| **Degree** | **School / College Name** | **Board /**  **University** | **Year of Passing** | **CGPA / %** |
| --- | --- | --- | --- | --- |
| **MBA** | Icfai University Dehradun | ICFAI | 2014 | 90.00 |
| **PGPM** | IBS Mumbai | ICFAI | 2014 | 7.6 |
| **Grad.** | Scottish Church College  B.Sc [Economics Hons.] | Calcutta University | 2012 | 52.50 |
| **H.S.C.** | Springdale High School(H.S) | WBCHSE | 2009 | 83.25 |
| **S.S.C.** | Springdale High School(H.S) | WBBSE | 2007 | 89.13 |

**Work Experience:**

* **Company:** Jaro Education
* **Designation:** Senior Branch Head
* **Job Responsibilities:**
* Meeting sales target on a weekly/monthly basis with a team Size of 40 BDEs/TLs/Managers
* Building a high performing sales team from scratch, re-instating Bangalore as a profit making branch
* Training & re-training team members regarding all possible aspects of sales
* Generation and nurturing of Leads efficiently using CRM tools
* Creating a Process oriented sales culture
* Preparing Sales strategies and implementation of the same on an individual as well as team level
* Preparing sales pitch for telephonic as well as F2F prospect conversion
* Generating and successfully handling online as well as offline meetings
* Launching & managing new products successfully in Bangalore branch
* Handling hiring, retention & attrition
* Managing individual as well as team targets simultaneously
* Successful delivery of post-sales services to clients
* Solving Day-to-day operational issues & ensuring quality management
* Analysing concern areas & immediately implementing corrective measures
* Creating more 'A+' & 'A' Category players in team by incentivizing individuals
* **Duration:** June, 2021 - Present
* **Location:** Bangalore
* **Company:** CRB Tech Solutions Pvt Ltd.
* **Designation:** Assistant Director- Sales & Marketing
* **Job Responsibilities:**
* Business Development Through Handling & Managing Team of 30 executives/TLs/Managers
* Generating and Handling Leads Efficiently
* Generating Meetings with Clients F2F as well as Telephonically
* Developing Sales Pitch & Train Onboarding Staff
* Recovery & Collection of Admission/Sales
* Handling New Vertical for Sales
* Team Management through Effective Sales Strategies
* Man power management: Hiring, Training, Retention
* Meeting Revenue Target on a Daily, Weekly & Monthly basis
* Operation Management, Floor Management
* Pre-sales to post-sales quality management
* Handling and solving operational problems
* Working on New Product Development and Sales Strategies
* Identifying new business opportunities and effective analysis
* College Campus/Clients Relations
* Sales Promotion, Product Development
* Developing Incentive Policies
* **Duration:** June, 2014 – April, 2021
* **Location:** Pune
* **Company:** Impart Education
* **Designation:** Career Development Manager
* **Job Responsibilities:**
* New business development by reaching out to prospects
* Lining up daily meetings & visiting clients
* Pitching of services through F2F/telephonic conversation
* Timely closing of deals using efficient closing techniques
* Achieving weekly/monthly targets
* Making 100 cold calls per day
* Handling entire business of Pune Branch
* **Duration:** March, 2014 – June, 2014 (3.5 months)
* **Location:** Pune

**Projects Undertaken:**

* Completed Project in association with 3HD Media on ‘Valuation of Small & Medium Enterprises
* Participated in an event with the topic “India’s way to glory in future”
* Participated in an event with the topic “Comparison of economies of India And Germany”
* Presented a case on “Apple I-phone’s Pricing Strategy”
* Worked on a project of “Human Commercial” by Appco India Pvt Ltd.

**Achievements:**

* Was active in initializing an event called ‘Urizen’ in Scottish Church College (2010)
* Served as the General Secretary of a students’ wing in Scottish Church College (2011-12)
* Has been the Class Representative of a section in IBS-Mumbai
* 2nd in 8th Kalyani Book Fair Quiz Competition
* 6th in University Of Kalyani Mathematics Aptitude Test 2003
* Highest point scorer as fresher in Impart Education in the very first month
* Top performer in CRB Tech Solutions, got confirmation and promotion within four months
* Appointed Admin for CRB Tech Solutions’ tie up with PTC, amongst more than 40 BDEs
* Star performer for 6 consecutive months in 2015
* Awarded Star Performing Manager in CRB Tech
* Awarded ‘Pillar of CRB Tech’ for the year 2015-2016
* Awarded ‘CRB Tech Honcho’ for best team management for the year 2016-2017
* Got promoted to the Designation of Assistant Director from BDE within a span of 6 years
* Helped Bangalore branch achieve benchmark of 50 points for the 1st time in Jaro Education

**Extra-Curricular Activities:**

* Participating in quiz competitions

**Hobbies / Interests:**

* Cricket & football buff
* Listening to music
* Traveller by the love of it
* Reading
* Keen observer of Bengal politics

**Personal Details:**

**Date of Birth:** 18.12.1990

**Languages Known:** English, Hindi & Bengali

**Marital Status:** Married

**Current Address:** F4, Prabhavathi Classic, Ejipura, Bangalore- 560047

**Permanent Address:** B-1/90, Kalyani, District-Nadia, West Bengal, PIN-741235