

**Chandan Kumar Mandal**  
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### **Profile**

- Junior consultant with above 2 yr 8 months of experience in Resetting of Electronic Voting Machine. And also Handle The testing team And Brief them How the Voting Machine works **(Electronic Corporation Of India Limited)**.
- Sales Associate with above 2 Month experience in sales with Inrext pvt ltd.
- Proven expertise in Team handling, Big Ticket Sales, Upselling and Cross-Selling in both Hospitality and Real Estate.
- Experience in turning around businesses, increasing profitability & converting prospects into sales closure by enhancing the Value of Targeted products.

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### **Professional Work Experience**

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**Electronic Corporation India Limited, Delhi**

**Nov'19 to till date**

**Junior Consultant– Maintenance of Electronic Voting Machine**

- Responsible for handling the team .
- Day to Day brief about our team member How electronic voting machines work.
- Checking the Software of Electronic Voting Machine it is working fine or not.
- Listen to team members feedback and resolve any issues or conflicts.
- We are Conducting the Flc Counting and Distribution.
- Surveying during the Election on each booth all voting machines are working fine or not. If any machine is not working fine then my responsibility is to replace the voting machine.

**Inrext Pvt Ltd.**

**April'1 to going**

**on**

**Sales Associate- Sales (Real Estate)**

- Making cold calls on the generated leads to arrange the meetings with the clients.
- Preparing pre-sales proposals and sales presentations for prospective clients.
- Forecast sales, develop sales strategies/models.
- Meeting monthly personal and team sales targets.
- Maintaining consistent average productivity.
- SPOC for clients and directly responsible for their holidays booking needs.
- Handling objections and resolving member/customer conflicts.
- Maintaining strong clients' relationships and high level of customer service.
- Handling retention.

**Mobil Service On Wheel By Cross-Road**  
**Nov'18 Sales Associate- Sales**

**Jan'17 to**

- Working on hot leads.
- Meeting Monthly job target.
- Taking care of all kinds of lead generated.
- Taking responsibility for team performance.
- Handling escalation.

- Managing venue sales and activities.
- Managing consistent productivity.

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#### Career Achievements

- Awarded Employee of the Year for F.Y 2017-18 (Mobil Service)
- Awarded with the best employee of the Month for 3 consecutive months ( Sep'19-Nov'19)
- Top executive in number of sales in JFM-21

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#### Technical Proficiency

MS Office (Outlook, Excel, Word, PPT)

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#### Skills and Competencies

- Team Handling
- Big Ticket Sales
- Upselling
- Cross-Selling
- Lead generation
- Sales management
- Sales presentation
- Sales strategy
- Customer relation and retention
- Escalation handling

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#### Qualification

**B.Tech(Electronic And Communication)**

**2017-2020**

IES Institute Of Technology , Bhopal(RGPV) 72.1%

**Diploma(Electronic And Communication)**

**2011-2014**

Government Polytechnic, Darbhanga 68.33%

Chandan Kumar Mandal

**Date:**