

CURRICULUM VITAE

PRITAM SAHA

Email ID: pritamsahas@gmail.com

Contact No: 09836769132 / 09830478499



PERSONAL DETAILS

Address : 3 No Chandigarh, Natunpally
P.O.: Madhyamgram Bazar
Next Lane of Sukanta Sarani
Dist.: North 24 Parganas
Kolkata: 700 130

Date of Birth : 24th October 1987

Sex : Male

Nationality : Indian

Marital Status : Married

Language Known : English, Hindi, Bengali

Strength : Presence of Mind, Hard Work & Ambitious

Interests : Travelling & Photography

Career Objective : Seeking the position of Business Development Manager where having 9 years 10 months of business development & project management experience can be put to use to identify sales opportunities through sales activation, people management, relationship development, and networking to improve sales bottom line and increase company revenue.

EDUCATIONAL DETAILS

M.B.A : Passed from "E.I.I.L.M" Institution with 61.87 % marks in 2011
(Major: Marketing || Minor: Systems)

B.C.A : Passed from "B.P.P.I.M.T" Institution with 7.76 DGPA in 2009

Higher Secondary : Passed from "Madhyamgram High School" with 53.10 % marks in 2006

Madhyamik : Passed from "Madhyamgram High School" with 69 % marks in 2004

TECHNICAL KNOWLEDGE DETAILS

Operating

System Platforms : Windows 7 / 10, Red Hat Linux, Ubuntu

Language

Proficiency : C, C++, Core Java, Oracle 9i

Office

Tools : MS Office 2003/2007 / 2013

Web Based

Proficiency : Basic Idea of Word Press, Magento, MVC Framework.

SUMMER TRAINING & PROJECT EXPERIENCE

Professional Attainment : Industrial visit to **Ambuja Cement Plant**, Sankrail

Project 1 : Completed Project Called “**Game Parlour Automation System**” from G.S.T using C ++ Technology.

Project 2 : Completed Project Called “**JAVA IDE**” from Ardent Collaborations using Core Java Technology.

Project 3 : Completed Project Called “**Brand Survey of ‘Pure It’ and Its Opportunities**” from Hindustan Uniliver Limited in Sales.

EXTRA QUALIFICATIONS

Completed “**YMHT**” & “**FCNE**” from Techno Lab Institution in 2006 – 2007

:: PROFESSIONAL EXPERIENCE ::

Present Company –

Deb Digitech Solutions Pvt. Ltd. : Business Development Manager

Date of Joining : 13.08.2019

KEY RESPONSIBLE AREARS

- Account Management: Managing sales and relationships with particular customers, assisting in new avenues of business generation and actively reaching out to new clients.
- Channel Development: Devising methods and strategies and effectively placing those in selling desired services to the customers. This apart, I am also into building and maintaining relationships for attracting the potential and retaining existing customers on a long term basis.
- Requirement Analysis: My interaction with the clients helps me in thoroughly understanding their requirements. Effectively identifying the types of services that our clients require in meeting their desired aims and objectives is one of my major roles. Once the requirements get approved, I frequently interact to know and suggest further changes or developments in the nature and scope of the project.
- New Business Development and Formulating & Assisting in Business Development is one of my fortes. Generating new and unique requirements for our business growth has always been a challenging task for me. I do a lot of verification before picking up new business assignments. It helps me in knowing the potentialities of our business along with validating our company credits.
- Client Relationship Management: This is another vital job role of mine which involves maintaining cordial relationship with our existing clients. It actually ensures in mutual growth and development on a long term basis.
- Strategic Partnership: This job role helps me in getting associated with other organizations who think in similar terms with us on business prospects. It facilitates in establishing our presence in the untapped areas.

Last Worked Companies –

1. Conor Marketing Pvt. Ltd.

: Sr. Marketing Manager

Date of Joining

: 01.11.2017

Date of Leaving

: 09.08.2019

Duration

: 1 Year 9 Months

KEY RESPONSIBLE AREARS

- ✓ Manage all bidding Platform like Upwork, Guru etc. as well as domestic sales.
- ✓ Responsible for monthly target and managing a team of 2 peoples.
- ✓ Maintain Client relationship & strategic partnership.

2. Xigmapro Software Pvt. Ltd.

: Business Development Manager

Date of Joining

: 24.01.2012

Date of Leaving

: 31.10.2017

Duration

: 5 Years 9 Months

KEY RESPONSIBLE AREARS

- ✓ Collect Leads from Tele calling & Mail marketing.
- ✓ Visit all the valid leads (B2B & B2C) as understand their needs for website development.
- ✓ Make a Proposal & Close the Deal.
- ✓ Manage whole project as a Project Manager, communicate with the design, development & SEO team and complete the project as per deadline.
- ✓ Manage all bidding Platform like Upwork, Guru etc.

3. CRISIL Rating Ltd.

: Marketing Associate

Date of Joining

: 14.07.2011

Date of Leaving

: 30.12.2011

Duration

: 6 Months

KEY RESPONSIBLE AREARS

- ✓ Field executive, Visit B2B and also Bank to check the database who has borrowed loan of more than 5 Cr.
- ✓ Responsible for whole West Bengal Sales.
- ✓ Visit all B2B Houses and Close the deal as per the bank database.

DECLARATION

I hereby declare that the above mention information is correct & complete to best of my knowledge & belief. I believe in my potency & confidence to take any sort of responsibilities under any circumstances.

Place :

Date :

PRITAM SAHA