

CURRICULAM VITAE

SUVANKAR ROY

Marol Naka, Andheri kurla road
Andheri East, Mumbai-59
PAN No- AZOPR1536P

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Career Objective

To succeed in an environment of growth and excellence and earn a job which provide me job satisfaction and self-development and help me achieve personal as well as organizational goals.

Professional Forte

- MS Office, CRM (zoho), Project Management software (Evernote) etc.
- Business plan preparation, Strategy Preparation, SWOT & PEST analysis.
- Worked on databases as Bloomberg, Hoovers etc.
- Did company profiling for many leading marketing firms in US.
- In-depth primary research, competitive analysis & Media audit.
- Team spirit, Logical approach, Knowledge appetizer.

Corporate Experience

Current Job Profile - Working as a **Market Research Analyst** for
Alfa Overseas Mumbai Maharashtra,
Since October 2011

Roles & Responsibilities –

- Provides information to management by assembling and summarizing data;
- Analyzing the Market for a company's strategic move.
- Creating Business Plan for the new startups and sending to the client.
- Preparation of Market Strategy for specific company.

Other Responsibilities include

- Meeting the narrow deadlines and submitting to the Onshore.
- Preparing reports; making presentations of findings, analyses, and recommendations.
- Increases productivity by developing automated applications; eliminating duplications; coordinating information requirements.
- Interacting with clients directly on call based in UK, USA & Australia.

Previous Job Profile – Worked as a **Corporate Sales Executive** for
Volkswagen Mumbai East., Mumbai Maharashtra
From July 2011 to October 2011

Roles & Responsibilities –

- Attending walk in customers and selling them directly
- converting leads to prospects over the phone
- Campaigning in different corporate campuses for promotional activities
- Providing full demonstration and information regarding the cars to suitable prospects
- Providing test drives to prospects willing to buy the car.
- Handling full documentation related to the sale of a car

Other Responsibilities include

- Calling up the RTO offices to get update on the status of the passing.
- Helping out the newly recruits in handling customers, documentation etc.
- Handling and delivering cars for other employees' clients when in their absence.

Trainings Profile

TATA steel (Agrico) at TATA center (Kolkata, W.B.) - June-Aug, 2010 (MBA)

- Researching on the market dynamics of Tata Agrico products.
- Meeting with dealers for queries on their grievances for the product, if any.
- Making full report on the market aspect of the product.
- Finding out competitors market penetration etc.
- Responsible for documenting full report and presentation on Tata Agrico product's market in West Bengal.

Bharti Axa Life Insurance Corporation (Rourkela, Odisha) – July-Sept, 2008 (BBA)

- Generating Leads from the Market areas, shops etc.
- Recruiting Advisors for the companies.
- Calling leads to convert them to prospects.
- selling insurance products to new customers.

Educational Qualification

MBA -	Marketing (2009-2011) -65.45% Institute Of Business And Computer Studies (IBCS) SOA University (Bhubaneswar, Odisha)
B.B.A -	Management (2006-2009) – 63.48% RIMS, Rourkela (Odisha)
School-	Intermediate (2005) from I.S.C Board with 60% Matriculation (2003) from I.C.S.E Board with 66.6%

Awards & Participations

- Awarded for Best Performance for the year 2012-13 at Alfa Overseas
- Awarded for Extra Mile for the year 2012-13 at Alfa Overseas
- Awarded for Adherence for the year 2012-13 at Alfa Overseas
- Awarded first prize in inter school Painting competition 2003
- Awarded runner up prize in inter school Painting competition 2002

Personal Profile

Father's Name	: Mr. S.S. Roy
Date of Birth	: 03 Sept 1987
Sex	: Male
Nationality	: Indian
Marital Status	: Single
Hobbies	: Like to keep myself updated about cars, New Technologies, Watching Hollywood Movies, Listening Music and Painting etc.
Languages	: English, Hindi, Oriya, Bengali.

Strength

I am honest, hardworking, punctual dedicated individual. Willing to take challenges in the work field and overcome them efficiently. Can work under pressure and help the Organization to achieve the set goals. Take on initiatives and confident to work independently.

Declaration:

I do hereby declare that all the statements furnished are true and correct to the best of knowledge and belief.

Date:

Place:

(SUVANKAR ROY)