

DEBASHISH DAS

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Bhadrak

Personal Summary

An ambitious, highly motivated and energetic sales executive with excellent marketing and business development skills. I have 3 years of Experience in managing sales and merchandising for established retail outlets and promoting international brands.

I am career minded and is currently looking for a unique opportunity to join in a company which offers long term progression & stability.

Expertise

- **Business Development Sales Planning Achieve Sales Target**
- **Dealer Management Negotiation Skill Competitor Analysis**

Work Records

Company Name: Hindustan Distributors Pvt Ltd ,Keonjhar

Designation : Sales executive And Accountant

Duration : 20th Nov 2020 to till date

Brands : Lg, Voltas, Kelvinator

Company Name: Omm mahavir Enterprises, Badhal, Keonjhar

Designation : Sales executive

Duration : 1st feb2020 to15th Nov2020

Company Name: Dhanbad industrial Pvt.Ltd, Kolkata

Designation : Junior accountant and sales representative

Duration : 1st April 2019 to 25th Jan 2019

Brands : Volvo, Scania, Bharat Benz, Hyundai, Hitachi, L&T

Company Name: A.K. Mohanty associates ,Bhadrak

Designation : Practice in a chartered firm (accountant)

Duration : During last semester (project period)

Professional Qualification:

- **PGDCA IN Computer**
- **Tally**
- **Consumer Durable ,C.A.D, C.A.M**

➤ **Preparing competitive**

Responsibilities:

- ❖ *Identifying business opportunities in the assigned territory.*
- ❖ *Maintaining & expand new clients within the assigned territory.*
- ❖ *Driving sales revenue through building a strong support to our dealers.*
- ❖ *Educating our dealers by Providing Products and services.*
- ❖ *Developing new business plans & Strategies.*
- ❖ *Negotiate on pricing as per company guidelines.*
- ❖ *Maintaining healthy relationship with all dealers by giving correct information.*
- ❖ *Acting as a contact between company & dealer.*
- ❖ *Collecting required documents & Cheque from all dealers.*
- ❖ *Meeting personal target in monthly basis.*
- ❖ *Monitor the strengths and weaknesses of competitors*

Academic Records

<i>Class/Degree</i>	<i>Field of study</i>	<i>Colleague/University</i>	<i>Marks %</i>	<i>Year</i>
B.COM	Commerce	Tihidi degree college ,Tihidi,Bhadrak	59	2019
intermediate	commerce	Akhandalamani college,Palasahi,Bhadrak	71	2016
Diploma	Mechanical	R.K.C.A.T,Nilgiri,Balasore	59	2011
High School	-	BSE, Odisha	62	2007

Personal Details

Date of Birth : 02-07-1992
Gender : Male
Civil Status : Unmarried
Nationality : Indian
Driving License : Yes
References : Available on request.

Place:

Date:

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