

RESUME

SOMEN CHATTERJEE

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CAREER OBJECTIVE

To join an organization as a leader where my potential, skills and abilities can be best utilized in order to offer professional growth to the industry and a sense of satisfaction to me by being resourceful, innovative and flexible.

PROFESSIONAL SKILLS

- ✓ Able to update as per required condition.
- ✓ Excellent time management.
- ✓ Good communication, leadership and organizational skill.
- ✓ Quick learning ability.
- ✓ Good confidential strength against challenges.

PROFESSIONAL EXPERIENCE

CHHAYA PRAKASHANI PVT. LTD. (Aug 2016 to present) as Executive- sales & marketing.

Responsibilities: - Build up positive relation with distributor, retailer, and teachers.
Set plan for promotion or canvassing.
Identify and recruit new distributor or retailer.
Identify the key contacts school/college.
Ensure sufficient stock and supply of books.
Ensure collection of due payments of agent.
Developing sales strategy to launch a new product.
Understand competitor's product and strategy, etc.

GODREJ & BOYCE MFG. CO. LTD. (Feb 2015 to Aug 2016) as a Team leader.

Responsibilities: - Direct marketing.
Sales forecasting.
Allocating tasks to team member.
Set plan with team member for meet sales target.
Organizing training and development.
Enhance performance level of team member by encouraging.
Coordinate with customers, etc.

KHADIM INDIA LTD. (April 2013 to Jan 2015) as a Store supervisor.

Responsibilities: - Daily sales forecasting.
Stock control.
Operation management.
Manpower management.
Set plan for meet all goals.
Customer service.
Take interview and select qualified candidates, etc.

INTERNSHIP PROGRAMME

- Two-month marketing training on horizontal expansion from Coca-Cola under Bengal Beverages.
- One month HR training on welfare from Durgapur Project Ltd.
- Two-year computer literacy programmed from Microsoft training center.

PROFESSIONAL ATTAINMENT

- ✓ Participated in the 3-day entrepreneurship awareness camp.
- ✓ Participated in the national seminar on recent advancement in environmental management.

SPECIALIZATION

- ✓ **BBA – HR**
- ✓ **MBA – Marketing(major), HR(minor)**

EDUCATION

- ❖ Passed **MBA (marketing)** in the year 2013 under **West Bengal University of Technology**.
- ❖ Passed **BBA (H)** in the year 2011 under **Burdwan University**.
- ❖ Passed **Higher Secondary** in the year 2008 under **West Bengal Council of Higher Secondary Education**.
- ❖ Passed **Madhyamik** in the year 2006 under **West Bengal Board of Secondary Education**.

INTEREST

Traveling and photography,
Communicating with new people.
Watching talent hunt show, etc.

PERSONAL PROFILE

Name : Somen Chatterjee.
Father's Name : Prasanta Kr. Chatterjee.
Mother's Name : Amita Chatterjee
Date of Birth : 02-05-1991 (DD-MM-YYYY)
Sex : Male.
Marital Status : Single.
Religion : Hindu.
Nationality : Indian.
Languages Known : English, Bengali, and Hindi.
Present address : 56 purbayan, canal south road, Kol-105.
Permanent Address : Debipur, Dist- Bankura, Pin- 722132,
West Bengal (INDIA)

DECLARATION

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

Place:-

Date:-

(*Somen Chatterjee*)