

CURRICULUM VITAE

HIRAK HAZRA



Contact Details :

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Phone Number : **8100019246, 8274809340**

Professional Experience :

worked as **Sales Executive** in **S.B. Scientific Works** from **January 2014** to **November 2016**.

Job Profile : selling laboratory chemicals and laboratory instruments.

Job Profile :

- Identifying and meeting new clients and promote the products.
- Visit to the research labs, hospitals, path labs, diagnostic centers, universities, colleges etc. and sell the products.
- Regular follow ups with the clients and generate revenue.
- Appointed distributors of the products.
- Achieving targets within given time limits.

Educational Qualification :

- Master of Business Administration [**MBA**] from Narula Institute of Technology with 71.3%
Specialization: Marketing Management
- Bachelor of Computer Applications [**BCA**] from Narula Institute of Technology, Kolkata with 76%
- Higher Secondary from Bidhan Chandra Institution, Durgapur with 71.8%
- Madhyamik Examination from Bidhan Nagar Govt. Sponsored Boys' High School, Durgapur with 83%

Key Skills :

Sales, Marketing, Market research, Direct sales, Institutional sales, Corporate sales, B2b Sales, Channel sales.

Industrial Exposure :

A two months Summer Internship Programme at HDFC Standard Life (Gariahat Branch) Kolkata.

Project Title – “A study of the different products of HDFC LIFE and understanding its competitive position in Kolkata”.

Hobbies and Interests :

- Reading story books.
- Playing quiz.

Computer Proficiency :

- Good command in MS Office suite.
- Good working knowledge of Internet.

Personal Profile :

Date of Birth : 30/05/1987

Languages Known : English, Bengali, Hindi

Marital Status : Single

Nationality : Indian

Declaration :

I hereby declare that above information is correct and complete to best of my knowledge.

Date :

Place :

[Signature]
Hirak Hazra