



## SAGNIK ROY

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### CAREER OBJECTIVE:

**To work in an organization that appreciates innovativeness, demands analytical. Provide a challenging and performance driven environment and a wide spectrum of experience to grow and excel in my career. I aim to create meaningful contribution to the organization through my skill and abilities and to continuously improve on my professional knowledge and skill.**

### PROFESSIONAL SYNOPSIS

- Result Oriented Professional possessing nearly 2 Years Experience in Career.
- Hardworking, Competent & Efficient.
- Smart, Dynamic & Talented to Play a Positive Role in a Challenging Environment.
- Good Communicator with Excellent Presentation, Team management / Building & Motivation Skills.

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### COMPETENCIES

Aspiration-Setting	Relationship Strategy
Team Leadership	Client Leadership
Ambassadorship and entrepreneurship	Commercial Management and quality control

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### EMPLOYMENT SCAN:

#### **Previous Employer:**

Name of the Company	ICICI SECURITIES LTD
Designation	Relationship Manager
Duration	From August 2013 – July 2014

#### **Current Employer:**

Name of the Company	GENPACT INC.
Designation	Process Associate-Inside Sales
Duration	From August 2014-December 2016

## **ROLES & RESPONSIBILITIES :**

- Develop new customer relationships adhering with set guidelines of Relationship Manager Business Development.
  - Direct strategically customer supporting campaign management and marketing operations.
  - Report existing and future brands leveraging centralized relationship database.
  - Interact with customer brand teams and respective agencies to create business objectives.
  - Study and learn marketing strategies and execute streamlined marketing operations solutions throughout agencies along with operational vendors.
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## **SCHOLASTICS:**

- 2013 Completed MBA (Marketing) from School Of Management, under KIIT UNIVERSITY, with GPA 7.02
- 2011 Completed B.TECH (I.T) from Kalyani Govt. Engg. College, under WBUT, with GPA 7.78
- 2007 Completed Higher Secondary Examination from National Gems Higher Secondary School, under ISCE, with 69.7%.
- 2005 Completed Secondary Examination from National Gems Higher Secondary School, under CISCE, with 75.33%.
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## **INTERNSHIP / ACADEMIC PROJECTS:**

- Two months Summer Internship:  
PUNJAB NATIONAL BANK- “PNB’s Life and Non-Life business- a critical study of its tie-ups with Met-Life India and Oriental Insurance.”  
Studied the fee based products of PNB;  
Tapped potential customer in and outside PNB branches for bringing in new business;  
Conducted an awareness survey within the branches of PNB for BancAssurance;
  - Final Year Project in B.Tech:  
“Software cost estimation using artificial neural network (fuzzy logic)” using VB.NET and DBMS.  
To estimate the correct value of any software project using different parameters; To give a final result of feasibility of the software project in the market;
  - Software project while training in Ardent:  
“Supply Chain Management” using ORACLE.
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## **TECHNICAL SKILLS:**

Proficient in C, C++, Java, Oracle, MATLAB, PICASA and Visual Basics,  
Proficient in computer Hardware and Networking skills.

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### **STRENGTHS**

Good Communication Skill.

Smart, Dynamic & Challenging To Play A Positive Role In a Challenging Environment.

Sincere & Hardworking.

Comprehensive problem solving abilities.

Good Leadership Skills.

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### **HOBBIES:**

Football and a bit of Cricket

Painting

Computer gaming ( Online and Offline)

Reading magazines and comic books

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### **EXTRACURRICULAR ACTIVITIES:**

Was Captain of School Football Team for 4 consecutive years,

Have received many awards for painting at different levels.

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### **PERSONAL DOSSIER:**

Date of Birth	:	05 <sup>th</sup> February, 1989
Languages Known	:	English, Hindi & Bengali.
Address	:	7/21, Banamali Ghosal Lane, Mitra Colony, Behala, Kolkata-700034 W.B.

Declaration - I hereby declare that all the Information Furnished Above are true to the best of my Knowledge.

Date:

Place:

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(SAGNIK ROY)