

Curriculum vitae

Name: MUNMUN BHOWMICK

Email: munmun.aarpita@gmail.com /
munmun1bhowmick@gmail.com

Mobile: 9831541057

Objective:

To be part of a dynamic, vibrant and progressive organization where I can apply my skills and knowledge for achieving the organizational goals and objectives and consistently add to my learning curve with hard work and diligence.

Academic Background:

University/ Board	Institute/ College/ School	Examination/Degree	Year of Passing	Percentage/CGPA
West Bengal University Of Technology	Heritage Institute Of Technology	MBA	2012	7.62
Calcutta University.	S.A.Jaipuria College	B.COM(HONOURS)	2009	56.625%
W.B.H.S.E.	New Barrackpur Colony Girls' High School (H.S.)	Higher Secondary	2006	69.5%
W.B.S.E.	Dum Dum Girls' High School(H.S.)	MADHAYMIK	2004	73.25%

Specialization:

- Major: Marketing
- Minor: Finance

Interests and Hobbies: Listening to music, Travelling, painting

Projects :

- Worked as winter internship in Pantaloons (Future Group) during 15 days.
Title of the project was “End of the season sale 2011”.
- Worked as summer internship in RD motors pvt. Ltd. (RDB Group) during 2 months.
Title of the project was “Lost customer recovery and service reminder”.

WORK EXPERIENCE:

Organisation : INDIAMART INTERMESH LTD

Designation : Executive – client acquisition

Duration : July 23rd 2012 – -----

Job profile :

Call & set-up appointments on daily basis, and meet pre-defined set of prospective clients on daily basis

* Working on ERP software from joining as an end user responsible for generating Database, prospect lead generation, follow ups, assisting the customer queries, achieving the targets, revenue generation and business expansion of the company.

*Achievement of weekly sales targets

*Ensure strict adherence of sales process and internal procedures

*Deal with Signing Authority/CEO of SME and Corporate Clients

*Understanding the customer requirements and suggest the appropriate products.

*Explaining our products and services through online demo.

*Making the various business proposals.

*Negotiating with the client and closing the deal.

*Maintaining the relationship with the clients periodically.

Achievements:

1st prize in logo competition in entrepreneurship week (NEN) in 2011

Personal details:

- Date of Birth : 11TH May 1988
- Gender : Female
- Languages Known : English, Hindi, Bengali
- Permanent address : 185/5, Manickpur, Nabapally, P.O. Italgacha, Kolkata- 700079

Date:

Place: Kolkata

(Munmun Bhowmick)
Signature