**CURRICULAM VITAE**

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**AVIJIT PAL**

E-mail: - **avip27@gmail.com**

Mob: - 9831510363/ 9432944822

**Career objectives:-**

Objective to work in an organization which provides opportunities for growth, learning and scope for the implementation of my skills and hence give my best to the organization. I am looking for Assignments in Sales & Marketing/Business Development/Distribution Management/ Channel Sales.

Working Experience:- worked as a Sale Executive for Super distributor of Sika India Pvt. From 22.08.2015 to 25.01.2017 . Maintaining the dealer & distributor network (retail) in Howrah.

* Have the responsibility to develop projects like G+4,G+5 buildings, domestic porjects etc.
* Regular meetings with the engineers, promoters, builders as well as Govt. Officials for creating market awareness.

currently working in DS Group From 02.02.2017 as a Sales officer.

**Job Responsibilities:**

1. Identifying and Analyzing business scope.

2. Maintaining channel distribution.

3. Maintaining dealer relationship.

5. Supervising several business areas.

6. Recruiting, training, supervising and appraising staff

7. Managing budgets.

8. Maintaining financial records.

9. Dealing with customer queries and complaints

10. Overseeing pricing and stock control

11. Maximizing profitability and setting/meeting sales targets, including motivating staff to do so.

12. Ensuring compliance with health and safety legislation

**Computer skills:-**

* Operating system- windows7/8 & XP.
* Tools: Microsoft Office (Word, Excel, Power point).

**Academic Details:**

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| **Degree** | **Institute** | **Board/ University** | **Year** | **Percentage/YGPA** | |
| Master of Business Administration(MBA) | Haldia Institute of Technology | West Bengal University of Technology | 2015 | 4th Sem | 8.00 |
| 3rd Sem | 8.00 |
| 2nd Sem | 6.38 |
| 1st Sem | 6.25 |
| Bachelor of Business Administration(BBA) | Global Group of Institutions | Punjab Technical University | 2012 | 55.5% | |
| 12th | SevaBharatiMahavidyalaya | W.B.C.H.S.E | 2006 | 46.8% | |
| 10th | Sevayatan  Vidyalaya | W.B.B.S.E | 2002 | 52% | |

**Projects Undergone: -**

1. **“Marketing Research of HCL career Development Centre”** from HCL Career Development Centre, Kolkata, in 2012.
2. **“Study of consumer behavior towards NTC cigarettes”** from Unnati Management Pvt. Ltd, Kolkata in 2014.

**Personal Data: -**

* **Name:** - Avijit Pal
* **Date of Birth:** - 5th March, 1985.
* **Father’s Name: -** ShriHiren Pal
* **Nationality: -** Indian.
* **Gender:** - Male.
* **Marital Status:**- Married.
* **Languages Known:** Bengali, Hindi. English,
* **Address:** - 71/7 (Ground Floor), Bhubon Mohan Roy Road, Baishali Park, Sakher bazar

Kolkata- 700008

I hereby affirm that the information furnished in this form is true and correct to the best of my knowledge & belief.

**Date: - ……………………………………..................**

**(Avijit Pal)**