CHIRANJIB BERA

Contact No: 9830713723 (mob)

Email - chiranjibbera1986@gmail.com

Objective:

To build a long-term career in profession with opportunities for career growth and to use my skill in the best possible way for achieving the company’s goals.

Work Experience:

 “AUG 2014 to DEC 2015”- Working as Associate Manager sales in

Indiabulls Distribution Services Ltd., is the leader in fields of Real Estate. Job Responsibilities:

 Presenting Residential apartment and Residential Bungalows to the   
 customer,

 Convincing the customer for site visit,

 Converting the customer into prospect sale,

 Selling Residential apartment and Residential Bungalows.  Building long-term rapport with customer,

 Follow up with the customer,

 Organize BTL activity for the product Branding and Promotion.

 Follow up with the Banks and support to the Customers regarding Loan Making weekly sales report,

 Making monthly sales report.

 Collection of Instalments Amount from the Customers as per the   
 payment schedule which is given in the Sale Agreement,

Providing Legal Papers related to the property to the Bank for Loan   
 Disbursement.

 “Jan 2016- June 2016” - Working as a Sr. Business Development Executive   
 in Norisys Technology Ltd. is the leader in fields of Electrical Switch Gear.   
 Job Responsibilities:

Presenting Electrical Switch Gear products to the Builder, Architect,   
 Interior Designer, Dealer, and Retailer.

 Convincing the client,

 Converting the client into prospect sale,   
 Selling Electrical Switch Gear product,   
 Building long-term rapport with client,

 Participation in Trade Fair & Trade Shows for promotional activity,  Making weekly sales report,

 Making monthly sales report.

Academic Qualification:

 June “2012 - JUNE 2014”- Completed full time MBA. Specialization major:   
 Marketing & minor: Finance, from NSHM KNOWLEDGE CAMPUS ,   
 Kolkata under W.B.U.T. Approved by A.I.C.T.E. Achieved First Class with

6.44 percentile of marks.

 APRIL “2008 - Sep 2011”- Completed BTS (Hons.) From IGNOU,   
 Kolkata Achieved Second Class with 53% of marks.

 JANUARY “2006 - 2008” - completed Diploma in AHM From PAILAN   
 AVIATION INSTITUTE.

 April “2001 - May 2005”- Completed Higher Secondary (Science) from   
 K.S.S.Sadan, Contai under W.B.C.H.S.E. Achieved Third Division with   
 42% of marks.

 April “1999 - March 2001” - Completed Madhyamik from K.S.S.Sadan,   
 Contai under W.B.B.S.E. Achieved Second Division with 59% of marks.

Computer:

 MS- office and Excel, Internet Explorer.

Personal Profile:

Name : CHIRANJIB BERA

Father’s Name : Bijoy Krishna Bera

Date of Birth : 4th of Dec, 1985

Permanent Address : 10 / N, S.B. Ghosh Lane, Mahesh, Hooghly-712202

Hobbies : Listening Music, Reading Newspaper.

Nationality : Indian.

Religion : Hindu.

Last drawn Annual Salary Package 2.04 Lacs

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