**MOU PIALI BISWAS**  

**8C , West Road ,Santoshpur avenue,Jadavpur,Kolkata-700075**

**Mobile:** +91 –9477368416/8100146884  **E-Mail:** mou.piali@gmail.com



**Career Objective:**

To make value addition to career and personality on regular basis to facilitate career growth and simultaneously make effective contribution to the growth of my organization through hard work, teambuilding, intelligence, potential, diligence, sincerity and dedication.

**EDUCATIONAL AND PROFESSIONAL CREDENTIAL**

**Pursuing MBA(Marketing) from Institute Of Business Management, Jadavpur University, Kolkata. ( 2012-2015)**

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| **EXAMINATION** | **INSTITUTION** | **BOARD**  **\UNIVERSITY** | **YEAR** | **AGGREGATE** |
| B.Tech. | Calcutta  Institute of Technology. | W.B.U.T. | 2010 | 81.3% |
| Higher Secondary | Bankura Mission Girls’ High School. | W.B.C.H.S.E | 2005 | 73.2% |
| Madhyamik | Bankura Mission Girls’ High School. | W.B.B.S.E | 2003 | 81.25% |

**TECHNICAL SKILL:**

* Programming Languages : C, core java
* Other Subjects : DBMS,Data Structure
* Operating system : Windows98/xp/Windows7

**SOFT SKILLS** :

* Positive Attitude
* Enthusiastic
* Smart working and punctual
* Leadership

**CAREER CONTOUR**

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* **Since June 2010 – July 2012 worked with govt. organisation.**

* **From November 2013 to july 2014 worked with Skylark aviation under city smart group of companies as a Business development Manager.**
* **From August 2014 working with Pinacle airpoint services private Ltd under city smart group of companies as a Business Development Manager.**

**DUTIES AND RESPONSIBILITIES**

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* **Prospect for potential new clients and turn this into increased business.**
* **Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities. \* Meet potential clients by growing, maintaining, and leveraging your network.**
* **Identify potential clients, and the decision makers within the client organization.**
* **Research and build relationships with new clients.**
* **Set up meetings between client decision makers and company’s practice leaders/Principals.**
* **Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion. \* Use a variety of styles to persuade or negotiate appropriately.**
* **Present an image that mirrors that of the client.**

**ACCOLADES RECEIVED**

***Achievements***

* Performed dancing several times in school,college,social and cultural level as well as competition n also participated in different painting competition and have testemonials and prizes for that.

***Hobbies & Extra Curricular Activities***

* Painting (senior diploma completed, Upto 6th year) & making different kind of handicrafts.
* Dancing (Senior diploma completed, Upto 5th year, having some cultural stage performances)
* Reading different kind of story books.

**PERSONAL DOSSIER**

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Date of Birth : 15th April, 1988

Nationality : Indian

Languages Known : English, Bengali & Hindi(read, write and speak)

Residential Address : Subhankar Pally,Pratap Bagan,P.O & DT:Bankura 722101

**FAMILY BACKBROUND**

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Father- Mr. Satya Kinkar Biswas, retired as a WBSEDCL(state govt) Officer.

Mother-Mrs. Nilima Biswas, Retired Senior Staff nurse ;Bankura sammilani Medical College & hospital.

**REFERENCES**

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Prof. Debanshu Roy,Director ,Institute of Business management , Jadavpur University, Mob:9433112181.

Prof.Dipak Biswas,Management consultant,Corporategoal management services, lake road,kol-29,Tel: 03324667813

**Declaration:**

I, hereby declare that the information provided above is true to the best of my knowledge.

Date:- MOU PIALI BISWAS