**Tanmoy Bagchi**

**House No. - 77**

**NK Ghosal Road, kasba, Kolkata-700042, West Bengal**

**Mobile** : +91-9339365796, 8653702553

**E-mail Id** - [tanmoyfristsource@gmail.com](mailto:tanmoyfristsource@gmail.com)

**Aspiring for sales enriching opportunities in the field of Marketing with a growth oriented organization with the best of my abilities, skills, talents and knowledge**

***Overview***

* Presently working with the **Make My Trip(I) Pvt Ltd.**

Post - **Sales Executive**.

Place - Kolkata. **Duration - 18/08/14** - **present**

* Worked with the **Reliance Digital Retail Ltd (Reliance Digital Store).** Post – Sales Associate.

Place - Kolkata**.** **Duration – 16/11/13 – 15/08/14**.

* Worked with **NJ India Invest Pvt Ltd. ( NJ wealth Advisors Network – Mutual Fund )**

Post –Sales Executive.

Place - Howrah. **Duration – 06 months (21/03/13 – 15/09/13)**.

* Summer Internship Programme (MBA) done for 2 months from **Hindustan Coca Cola Beverages Pvt Ltd. On marketing.**

Place - **Siliguri**  **Duration - 05/06/12 - 05/08/12.**

***Core Competencies***

* **Marketing and sales :** Deeper understanding about the importance of sales and marketing, as well as strong negotiation, follow up and closure of deals.
* **Management skills :** Progressive leadership skills and influencing skills; Effective motivational skills; Problem-solving orientation.
* **Work Values :** Attention to and consistent achievement of deadlines; Willingness to put extra working hours, as necessary.
* **Interpersonal skills :** Team player; Open to cultural change; Highly committed and motivated; Believer in right based approach.
* Strong verbal and written communication skills in English.

***Carrier Rectical***

**August 18th 2014 – Presently at Make My Trip (I) Pvt Ltd., as Sales Executive,Kolkata.**

**November 16th 2013 – August 15th 2014 at Reliance Digital Store(An unit of Reliance Retail Ltd), as Sales Associate, New Town,Kolkata.**

**Job Responsibility :**

* Physical inventory checking.
* Price checking of various items.
* Visual merchandising.
* Bargaining with customers and closing the deal.
* Helping customer in billing process and finally checking the sold device and releasing the device to customer.

**March 21st 2013 to September 15th 2013 at NJ India Invest Pvt. Ltd, Howrah as Unit Manager (Mutual Fund) – Sales**

**Job Responsibilities** :

* Visiting insurance advisors and explaining them about mutual fund and advisory services along with NJ’s platform.
* Organizing training on AMFI for new advisors & appointing them finally as NJ business partner.
* Continuously monitoring the business, includes joint call with advisors.
* Conducting seminars to attract new business partners for company within the allotted cost**.**
* Collection of leads from open market.

**June 5th 2012 to Aug 5th 2012 at Hindustan Coca Cola Beverages Pvt Ltd, as sales associate, Siliguri.**

**Job Responsibilities :**

* Visiting assigned areas for selling various coke products.
* Arranging coke products in chronological order as per company norms.
* Assist in various kinds of promotional activities taken by the company.
* Collection of complaints of various outlets and opening of new outlet.
* Proper visual merchandising of coke products and various kinds of promotional schemes.

***Extramural Engagements***

* Participated in **5th Annual Entrepreneurship Summit on 29th January, 2012**.

Place - **Centre for Entrepreneurship and Innovation, IIM Kolkata and was the CAMPUS CHAMPION from IILM BS.**

* Play carom & chess**.** Painting, gardening.

***Education and Credentials***

* **M.B.A (Marketing Management) + P.G.P.M (Finance)** from International Institute for Learning in Management, Kolkata with 70 % in 2013.
* **B.B.A (Business Management)** Sukanta Mahavidyalaya, Dhupguri, affiliated to North Bengal University, with 49.75 % in 2009.
* **XII** from Banarhat High School, Banarhat, W.B.CH.S.E Board with 46.9 % in 2006.
* **X** from Banarhat High School, Banarhat, W.B.B.S.E Board with 57.37 % in 2004.

**Additional:**

* CFA from Youth Computer centre. (Govt. Of west Bengal Initiative)
* MS Office Package. Internet Savvy.

***Personal Dossier***

* Father’s Name Chanchal Bagchi
* Date of Birth 11/06/1989
* Language Hindi, Bengali, English
* Location Preferences Kolkata, Siliguri
* Sex Male
* Marital Status Unmarried

Place: Kolkata