Curriculum Vitae

 Name: Tapas Das

Tapas Das Address: (3F) 777/1 Sarat Chatterjee Road,

Nirmala Apartment, Howrah-711104, West Bengal.

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**Objective Statement:**

Eager to grow and develop in dynamic competitive environment as highly trained and motivated sales professional, with the knowledge and experience to serve both clients and company in the best possible way. Looking for the post of a sales professional in an organization where I will get a chance to upgrade my knowledge, utilize my extensive sales expertise.

**Summary of Qualification:**

Result oriented, optimist, proactive and hard working with a **Post-Graduate Diploma in Management (PGDM), I have experience** in Sales,worked as **Tour Consultant**with **Sterling Holidays Resort Ltd**, Mumbai. A keen implementer with abilities in devising effective strategies for augmenting business, identifying & penetrating new market segments, promoting products for business excellence. Proven performer with an excellent track record in given assignments. An enterprising leader with strong analytical, problem solving & organizational abilities.

**Professional Strengths Include:**

Client Acquisition,negotion,Relationship Management, Account Management, New Business Development, SalesManagement, Marketing, Marketing Strategy, LeadGeneration, MarketAnalysis, Marketingcommunication, BusinessPlanning, TeamManagement, DataManagement, Good communication skill over written and verbal.

**College Summer Internship Project:**

Bajaj Electricals Ltd, Bhubaneswar (15th may 2012 to 13th June 2012)

**Topic:**Competition analysis of Bajaj Fans with competitors.

**Academic Qualification:**

A.PGDM (Marketing & Finance)

Institute of Management & Information Science, Bhubaneswar.

Percentage: 59.32%

Period: 2011-13

Bachelor of Business Administration

Netaji Subhash Engineering College, Kolkata

Degree Grade Point Average: 6.58

Period: 2008 to 2011

C.Higher Secondary Certificate (in Science, 10+2)

WBCHSE

Percentage: 56.2%

Period: 2006-07

D.Madhyamik ParishCertificate (10th)

WBBSE

Percentage: 68 %

Period: 2004-05

**Professional Job Experience**

Present company: **Axis Bank Ltd**

Company profile: It is a financial institute; India’s largest Bank. It has operation across India. I have to deal with their financial products.

Designation: **Business Development Executive**

Reporting to: **BSM6**

Duration: **May2016 -till now**

**Past Company:Sterling Holidays Resorts Ltd**

**Company Profile:**The leading Company in timeshare industries, having operation across the India over last three decades, recently has merged with Thomas Cook India Ltd.

**Designation: SalesExecutive**

**Reporting to:** Team Manager

**Location: Mumbai**

**Duration:June 2015- October2015**

**Job Profile**

I was assigned to entire Mumbai territory to create new membership accounts for our resorts along with that i have to build up good relation with existing members. I have to fix up appointment for a meeting with new family members by telephone, making cold calls along with I invite new members to banquets for our membership discussion. By this way I bring new business to my company.

Past company: **TATA Consultancy Services Ltd**

Company Profile: The leading MNC Company in IT industries has been operating in all continents. They are having employees of more than 3 lakhs customers across the globe.

Designation: **Process Associate**

Duration: **April 2014 to June 2015**

Location: **Kolkata**

**Past Company: Ceasefire Industries Ltd.**

**Company Profile:**The leading fire safety products manufacturer & Marketer, More than Rs. 400 Cr Turnover and more than 1000 Employees across India.

**Designation: Manager - Business Development (Corporate Sales)**

**Reporting to: ASM**

**Location: Mumbai**

**Designation:April 2013- December 2013**

**Job Profile:** Visiting the corporate clients and give them the presentation and demonstration of product, interaction with existing clients and generate the new lead for the company, the job involves in promoting the company’ product through the purchase admin and safety Manager and Builders,Consultant,Architech,and end users, giving product presentation and submitting proposals, territory management by Sales tracking and daily reporting and prospect generation, reporting to Branch Manager with responsibility to develop new market, retain existing market forecasting and follow-ups,Finding the potential customers and then convincing the customer to buy our products, Making the relationship with existing customer to maximize the sale, setting the targets Weekly, Monthly and Quarterly to plan to achieve them, Monitor the market regarding competitor products and market trends, Responsible for timely delivery and payment collection, Daily maintaining MIS Repot, Sending E-Proposal to company, Conducting activation and campaign to promote new products, Coordinating with various departments and Design Cell for Bill of Quantities, Achievingthe targets given by the company.

**Personal Details:**

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| **Father's Name** | Mr. Swapan Das |
| **Date of Birth** | 25-10-1988 |
| **Gender** | Male |
| **Marital Status** | Unmarried |
| **Category** | General |
| **Language Known** | English, Hindi, Bengali |
| **IT Skills** | Basic skill in Micro Soft office |
| **Hobbies** | Reading books, travelling |

Place

Date Signature