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**PROLAY NATH**

**Mobile No-+919903565357**

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**CAREER OBJECTIVE:** *TO WORK IN A CHALLENGING AND PROFFESSIONAL ENVIRONMENT, TO MEET TARGETS AND WORK TOWARDS THE GOAL.*

**Academic qualifications:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Exam** | **Year** | **Institute** | **Board/Council** | **Grade/GPA** |
| Secondary | 2004 | Krishnanath Municipal High school | WBBSE | 58.50% |
| High Secondary | 2006 | ManmathaNath High School | WBCHSE | 60% |
| B.Com | 2010 | RastraguruSurendranath College | CU | 52.25% |
| MBA | 2013 | Dr. B.C Roy Engineering college | WBUT | 6.97% |

**Experience (Summer Internship):**

**Company name:** Alstrong Enterprise India Pvt Ltd.

**Duration:** 15thJune to 10th August 2012

**Company profile:** Alstrong is one of the leading manufacturers in Aluminum composite panel used in interior and exterior construction.

**Job designation:** Management Trainee

**Job description**

* Cold calling existing contacts and accounts for expansion of contracts.
* Visiting existing client sites for collection of information pertaining to existing contract and expansion to a new contract.
* Visiting new client sites for lead generation.
* Maintaining database of existing accounts and contacts for better decision making process.
* Conducting market survey, prepare related reports for taking decision in regards to marketing strategies.

**College Projects:**

**Research organization profile (Havell’s India)**

* Research on organization to collect all notable information
* Analyze existing marketing strategies and propose solution as deemed
* Present all information in a cohesive thought

**Analyze Marketing strategy (Archies)**

* Analyze marketing strategies and prepare a road map for future

**Professional experience**

**Company name:** napol Entertainment pvt.Ltd

**Duration:** 16thApril, 2013 to 4th January 2015

**Company profile:** Online Photo Agency

**Job designation:** Marketing Executive

**Job description**

* Visiting new client sites for lead generation and expansion to a new contract.
* Cold calling contacts and accounts for expansion of contracts. Maintaining database of existing accounts and contacts for better decision making process.
* Conducting market survey, prepare related reports for taking decision in regards to marketing strategies.

**Company name:** BAJAJ

**Duration:** 24th January 2015 to 28th June 2015

**Company profile:** SALES

**Job designation:** SALES Executive

**Job description**

* Worked on customer handling
* Worked on different product line
* Client handling and service evaluation for overall process improvement

**Company name:** Oxygen Media Services Limited

**Duration:** 15th October 2015

**Company profile:** Promotion

**Job designation:** Relationship Officer

**Job description**

* Cold calling existing contacts and accounts for expansion of contracts.
* Visiting existing client sites for collection of information pertaining to existing contract and expansion to a new contract.
* Visiting new client sites for lead generation.
* Maintaining database of existing accounts and contacts for better decision making process.
* Conducting market survey, prepare related reports for taking decision in regards to marketing strategies.

**IT skills:**

* Proficient in MS Office Suite
* Proficient in troubleshooting general hardware and operating system issues

**Languages Known:**

|  |  |  |  |
| --- | --- | --- | --- |
| Language | Read | Write | Speak |
| Bengali |  |  |  |
| English |  |  |  |
| Hindi |  |  |  |

**Interest:**

Travelling, Photography, Swimming, Cycling, Internet surfing, Listening music, Playing Football

**Personal details:**

Name: Prolay Nath

Father’s name: Molay Nath

Date of Birth: 8th August, 1989

Address: 1ST Sadhu Mukherjee Road

P.O: Nonachandan Pukur

BARRACKPORE

KOLKATA: 700122

Date SIGNATURE