***SOURAV SAHA***

***Mobile: +91 9051585090***

[***Email-***](mailto:Email-soumyashankarde_2@yahoo.com) ***sourav\_\_999\_2006@yahoo.com***

***CARRER OBJECTIVE:***

***To work in an organization that appreciates innovativeness, demands analytical. Provide a challenging and performance driven environment and a wide spectrum of experience to grow and excel in my career. I aim to create meaningful contribution to the organization through my skill and abilities and to continuously improve on my professional knowledge and skill.***

***PROFESSINAL SYNOPSIS***

* *Result Oriented Professional possessing 8 Months Experience in Real Estate field.6 Months Experience in Reservation & Ticketing & Currently1.8 Years Experience in Logistics/Cargo.*
* *Hardworking, Competent & Efficient.*
* *Smart, Dynamic & Talented to Play a Positive Role in a Challenging Environment.*
* *Good Communicator with Excellent Presentation, Team management / Building & Motivation Skills.*

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***COMPETENCIES:***

* *Relationship Building Skills*
* *Relationship Management*
* *Personal Network Development*

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***EMPLOYMENT SCAN:***

*Name of the Company India Bulls*

*Designation Relationship Manager*

*Duration Since 10th May 2013 till 28th December 2013*

*Name of the Company Hindustan Carriers*

*Designation Executive*

*Duration Since 9th December 2014 –till date.*

***Roles & Responsibilities***

* *Improving the overall customer relationship, delivering reliable administrative support and customer service*
* *Acknowledging customers promptly and treating them in a courteous manner*
* *Finding out what information, products or services the customer requires to meet his/her needs, providing clear, accurate and relevant information*
* *Maintaining a strong working knowledge of client portfolios / products with the company*
* *Resolving customers’ queries within agreed authority*
* *Producing file notes after any client meetings, summarizing any additional actions required, including follow-up calls*
* *Contributing to the development of new products and services, based on customer feedback*
* *Sales activity planning, including reviewing existing customer files to identify sales opportunities*
* *Undertaking commercial negotiations*
* *Managing new business pitches*
* *Compliance with legal requirements, industry regulations, organizational policies and professional codes*

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***\_SCHOLASTICS:***

*MBA (Marketing & HR) from Amity Global Business School under Amity University.*

*Graduation (BBA Hons.) from Kingston School of Management & Science under WBUT.*

*Higher Secondary Examination from NIOS under CBSE.*

*Secondary Examination from Holy Home under ICSE.*

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***PROJECTS:***

***Academic Projects Undertaken***

*Internship Company : AIRPORTS AUTHORITY OF INDIA*

*Project Name : FUNDAMENTALS OF INDUSTRIAL RELATIONS IN AIRPORTS AUTHORITY OF*

*INDIA.*

*Brief Summary : STUDYING ABOUT THE IR ISSUES PREVAILING IN AIRPORTS AUTHORITY IN*

*INDIA.*

*Duration : 01.06.2012 TO 31.07.2012*

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***TECHNICAL SKILL:***

* *GAINED KNOWLEDGE IN BASIC COMPUTER.*

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***STRENGTHS***

*Good Communication Skill.*

*Smart, Dynamic & Challenging To Play A Positive Role In a Challenging Environment.*

*Sincere & Hardworking.*

*Comprehensive problem solving abilities.*

*Good Leadership Skills.*

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***HOBBIES:***

* *LISTENING MUSIC,*
* *COLLECTING CURRENCIES.*

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***PERSONAL DOSSIER:***

*Name : Sourav Saha*

*Father’s name : Sanjit Saha*

*Date of Birth : 8th June ‘1986*

*Sex : Male.*

*Languages Known : English, Hindi and Bengali.*

*Nationality : Indian*

*Religion : Hindu*

*Present Address : 19C, PURBASA, EAST BANKIMPALLY, MADHYAMGRAM.KOLKATA-129.*

***Declaration - I hereby declare that all the Information Furnished Above are true to the best of my Knowledge.***

***Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_­***