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| **Arnab Das**  Targeting assignments in **Business Development/Sales & Marketing/Human Resource Management**  arnab0909das@gmail.com  +91-8017444538/033-25657296  **Industry Preference:** Manufacturing/ IT/Ecommerce/FMCG  **Location Preference:** Ahemdabad/ Kolkata/Jaipur | |
| core24x24iconsCore Competencies   |  | | --- | | Sales & Marketing | |  | | Revenue & EBIDTA Growth | |  | | Key Account Management | |  | | Pre-sales | |  | | New Business Development | |  | | Team Management | |  | | knowledge24x24iconsProfile Summary |
| * MBA (Marketing, Logistics & SCM)with **over 1 year** of experience in Business Development, Client Relationship Management and Pre-sales * Last associated with My Tasker Virtual Assistant Software Solutions, Kolkata as Relationship Manager * Skills in managing business operations with focus on top-line & bottom-line performance * Experience in delivering corporate presentations and maintaining client relations; executing lead generation activities and acquiring several new clients * Possess knowledge of all aspects of the marketing function including Market Research, Marketing Communication, Channel Management, Brand Management, Brand Positioning, and so on * Skills in Logistics Management and Warehouse Management with practical experience gained through academic project at Britannia Industries Ltd.Exposure in ensuring suppliers meet service, cost, delivery and quality expectations as well as providing outstanding value in product technology and supplier innovation * Successfully developed a marketing strategy & a database of company’s client within a very short span of time   C:\Users\user\Desktop\Weekend\Icons\Certification24x24icons.png Industrial Visit   * Visited Mother Dairy, Dankuni in 2013 |
| career24x24icons Timeline | |
| 2016  2015  2014  MBA (Marketing, Logistics, and Supply Chain Management)  Relationship Manager, My Tasker Virtual Assistant Software Solutions  Management Trainee, Steamline Industries | |
| * Work Experience Oct’16- Mar’17   IT content writer in  **Velarudh InfoTech Pvt Ltd**  **Skills & attributes**   * creative CONTENT WRITER : * Strong sense of writing and editing. * Have knowledge in SEO content writing, website content writing, technical content, articles, blogs related to any industry category. * Good usage of vocabulary and sentence formation. * Possess knowledge about creating content   for social media.      **Relationship Manager, My Tasker Virtual Assistant Software Solutions, Kolkata** *Nov’15 – Aug’16*  **Key Result Areas:**   * Recognised the prospective clients and maintained relationships with the existing clients by understanding their product requirements * Ensured that quotes were provided to the client for customised requirements and negotiated tender & contract terms; designed technical presentations and presented demonstrations of products to clients   **Highlights:**   * Created marketing strategy & a database of company’s client within a period of one and half months * Achieved a target of 840000 INR within a period of 10 months * Ramped-up business from 60 to 65% through campaigning initiatives in 2015 * Taken calls of the corporate clients and solve their queries over phone to maintain a healthy relationship with them. * Explained the service features of websites over phone to get business for the company   **Management Trainee, Steamline Industries, Ahemedabad** *Nov’14 – Aug’15*  **Key Result Areas:**   * Contributed in providing pre-sales technical assistance and product education while liaising with other members of sales team and other technical experts * Created proposals for the B2B clients; attended meetings with them and delivered presentations for the company’s products   **Highlights:**   * Established entire database of clients within a period of six months in 10 months * Merit of enhancing brand awareness by 65% and on-boarded 62 new clients through the implementation of innovative sales strategies * Managed a team of 10 members to drive sales worth more than INR 10 Crores in Jul’15     edu24x24icons Academic Details   * MBA (Marketing, Logistics, and Supply Chain Management) from E.I.I.L.M., EIILM University, Kolkata in 2014 with 64.03% * B.Com. (Accountancy) from Maharaja Srischandra College, Kolkata, University, Calcutta in 2011 * 12th from St. Xavier’s Institution, ISC, Sodepur in 2008 with 62.75% * 10th from St. Xavier’s Institution, ISC, Sodepur in 2006 with 66.2%   edu24x24icons Academic Project  **Project:** Some Observations pertaining to Logistics, Selected Depots of Britannia Industries Ltd., Kolkata  **Duration:** 2 months  **Description:** Project comprised time study of loading and unloading of trucks. It also involved time space utilization of various depots of the organization. It included comparison of transit time calculation of various FMCG companies with Britannia Industries.  personaldetails24x24icons Personal Details  **Date of Birth:** 9th September 1989  **Languages Known:** English, Hindi and Bengali  **Address:** Ghola Manikdanga Teghoria Tentultala, Jugberia Sodpur, Kolkata -700110, West Bengal | |