***DEBARATI DAM* *Dy.Territory Sales Officer***  ***129, Regent colony, P.o.regent Park. Tollygunj, Kolkata -7000, 40***

***MOB.NO. -9051720299 – E: Debaratidam9051@gmail.com***

**PERSONAL SUMMARY**

A customer focused and articulate individual who possesses a friendly and personable approach along with strong time management skills and the ability to listen carefully to client requirements Having insatiable energy to produce results and being able to quickly build outstanding customer relationships, I would be a valuable addition to any ambitious company. Right now I want to join a rapidly growing dynamic company that has plans for ambitious growth.

**PROFESSIONAL EXPERIENCE**

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**DY.TERRITORY SALES OFFICER JULY 2015 – PRESENT**

**Handled channel sales with” A” category outlets for central and north Kolkata pertaining to food and beverage business vertical for 1 year to the tune of 1.5 crore per year. Business includes cavins milk shakes, lassi, mango/apple juice, pickles, buttermilk, chikki etc**

**Currently Handling institutional sales for south, central & north Kolkata pertaining to FBT business vertical, Business includes Milkshakes, Lassi and beverages ,Pickles on a start up basis.**

Responsible for developing a portfolio of accounts through new business development. Also in charge of looking for bring opportunities and for managing the full negotiation and close process from start through to finish.

***DUTIES:***

Covered 500-600 “A” category retail outlets in south, central and north Kolkata with 5 manpower (distributor payroll) in personal care division.

Launched Milkshakes, Beverages and PICKLE in high populated and condensed market of KOLKATA METRO.

Segmented market approach for category of outlets for effective placement .

Identification of SMALL MEDIUM enterprises towards creating vertical on institutional ground. .

* Handled distributor at central Kolkata market with 4 manpower (distributor payroll) to retail and institutional business.
* Contacting prospective customers and discussing their requirements.
* Achieving all revenue targets and objectives in line with Area Business Plan.
* Working closely with the sales team members to produce any sales collateral required for the target market.
* Reporting business trends and area performance to the Area Sales Manager.
* Developing and maintaining successful business relationships with all prospects.
* Developing a full understanding of the business market place.

**KEY SKILLS AND COMPETENCIES**

* Can create and deliver convincing arguments to an executive audience.
* Ability to manage multiple commercial processes.
* Ability to evaluate tasks and suggest improvements.
* Experience of closing deals with an average size of 20-25k on a consistent basis.
* Ability to priorities workload; work effectively under pressure and to tight deadlines.
* Ability to present, discuss and propose to a senior level.
* Superior time management skills and strong attention to detail.

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| **AREA OF EXPERTISE**   * *Cold calling* * *Customer focus* * *Distributor handling* * *Retail sales* | **PERSONAL SKILLS**   * *Self motivated* * *Target driven* * *Initiative* * *Articulate* * *Influencing skills* |

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| **CURRENTLY WORKING** | **DESIGNATION** | **ANNUAL SALARY** |
| Cavinkare Pvt Ltd | DY. Territory Sales Officer | 2.5 lac per annum |

**MODULES COVERED**

**Fundamentals of computer**

**MS-OFFICE:** MS-WORD, MS-EXCEL, MS-POWER POINT

**OPERATING SYSTEM:** WINDOWS

**TECHNICAL EDUCATION**

* Advance diploma in computer application from youth computer training center.

**ACADEMIC QUALIFICATIONS**

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| ***QUALIFICATION*** | ***YEAR OF PASSING*** | ***%MARKS/CGPA/DGPA*** | ***BOARD*** | ***INSTITUTION*** |
| *secondary* | *2006* | *53.65%* | *WBBSE* | *A.K.GHOSH MEMORIAL* |
| *higher secondary* | *2008* | *70%* | *WBBHSE* | *NATIONAL HIGH SCHOOL* |
| *Graduation (B.A.HONS.)* | *2012* | *44%* | *UNIV.OF CALCUTTA* | *SOUTH CALCUTTA GIRLS COLLEGE* |
| *MBA* | *2015* | *7.44 DGPA* | *WBUT* | *FUTURE BUSINESS SCHOOL* |

**PERSONAL DETAILS**

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| NAME | DEBARATI DAM |
| PERMANENT ADDRESS | 129,REGENT COLONY,P.O.REGENT PARK.TOLLYGUNJ.KOLKATA -7000,40 |
| DATE OF BIRTH | 10-05-1989 |
| MOBILE NO. | 9051720299 |
| EMAIL.ID | Debaratidam9051@gmail.com |
| NATIONALITY | INDIAN |
| MARITAL STATUS | SINGLE |
| GENDER | FEMALE |
| LANGUAGE KNOWN | ENGLISH,HINDI,BENGALI |

I hereby affirm that the information furnished in this form is true to the best of my knowledge.

(Signature)

**(DEBARATI DAM)**

Date:26.5.2017

Place: Kolkata