# NAME: DEEP SUNDAR GHOSH

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| **PROFESSIONAL EXPERIENCE** | | | | |
| **Organisation** | **Designation** | **Duration** |  | **Total Experience (in Months)** |
|  |  | **From** | **To** |  |
| **ANGEL BROKING** | Relationship Executive | 8th August’16 | Till date | Running |
| **Roles and Responsibilities** | * Selling Demat and treading account. * Differentiate my product from the others competitors in each every aspect. * Business development. * Doing marketing activities to get data and leads i.e.   + Leafleting   + Cold calling   + Canopy activity   + Information desk   + Tele calling * Aggressive leads follow up. * Generate leads through existing clients. | | | |
| **Organisation** | **Designation** | **Duration** |  | **Total Experience (in Months)** |
|  |  | **From** | **To** |  |
| **WORLD WIDE IMMIGRATION CONSULTANCY SERVICE(WWICS)** | Marketing Executive | 14th May’15 | 26th January’16 | 9 Months |
| **Roles and Responsibilities** | * Business development. * Generate revenue through aggressive sales. * Handling agitated clients. * Clearing each and every doubts of a client. * Generate leads through existing clients. * Aggressive leads follow up. * Making the other people knowledgeable about immigration and the product. * Giving accurate solution as per profile. * Looking after the marketing of the branch. * Setting the new and effective marketing strategies. * Arranging seminar and do all needful for it as well. | | | |
| **Organisation** | **Designation** | **Duration** |  | **Total Experience (in Months)** |
|  |  | **From** | **To** |  |
| **ICICI PRUDENTIAL LIFE INSURANCE** | Financial Service Consultant (FSC) | 20thMarch’14 | 8th December’14 | 9 months |
| **Roles and Responsibilities** | * Bank Assurance channel. * Selling life insurance from banks. * Maintain a good relationship with branch officials. * Help to allocate customer’s money with proper solution. * Make customers knowledgeable about traditional and ULIP Life Insurance. * Provide customers need base solution. | | | |

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| **EDUCATIONAL QUALIFICATION** | | | | |
| **Qualification** | **Year of Passing** | **Institute** | **Board/ University** | **%Marks/ YGPA** |
| MBA  Major- Marketing Minor- Human Resource | 2012-2014 | Future Institute of Engineering And Management | West Bengal University of Technology | 1st Year YGPA-6.13 2nd Year YGPA-7.00 |
| B.Sc.  (HM & T) | 2008-2011 | Indian Institute Of Hotel Management | Annamalai University | 62.08 |
| 12th  (Science) | 2005-2008 | Krishnagar High School | West Bengal Council of Higher Secondary Education | 52 |
| 10th | 2005 | Krishnagar High School | West Bengal Board  Secondary Education | 60 |

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| **SUMMER INTERNSHIP** |  |
| **Organisation:** Supreme Petrochem Ltd | **Title:** Insuboard (XPS Polystyrene) An Agenda of Green Marketing. |
| **Area of Project:** Marketing |  |
| **Project Description**: Current positioning of Heat Insulators, and consumer awareness and preferences. | |
| **Exposure:**  Durables market, sales and understanding of Distributor led network.  Distribution, retail coverage, merchandizing and Identification of new user segments. | |

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| **PROJECTS/ TRAINING/WORKSHOPS** | |
| **Summer Internship Programme In Graduation (HM & T)** | **Areas:** Front Office (FO), Food Production (Production), Food & Beverage (F &B), House Keeping (HK)  **Work Responsibility:** Guest Handling (FO), Preparation Cocktails And Mock Tails (F&B), Prepare Food For Guest (Production), Room Making (HK)  **Description:** Worked as a Hotel Management Trainee, Providing services to guests, Handling and solving of guest’s complains. |
| **Project Handled In Graduation (HM & T)** | **Title:** The study of Wines in the world  **Project:** Research on all kinds of wine.  **Departments:** Food And Beverage department (F & B) |

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| **EDUCATIONAL TOURES AND INDUSTRY** | |
| **B. Sc. (HM &T)** | * Taken up two educational tours in Goa and Hyderabad to prepare reports on tourist spots and tourism. * Visited Vainguinim Valley Resort in Goa, Hyatt Regency Kolkata, Amutha Castle Hotel Hyderabad to observe the functions of different departments in hotels. |
| **MBA** | * Visited Mother Dairy firm Kolkata and presented a presentation on hygiene and sanitation of the firm. |

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| **COMPUTER PROFIECIECY** | |
| **College (FIEM)** | * System application and products in database processing (S.A.P) Business module1. * Statistical Package for the Social Sciences (SPSS) |
| **Brainware** | * MS-Office * Advance Excel * HTML * MS-Access |

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| **PERSONAL DETAILS** | |
| **Date of Birth** | 14/11/1989 |
| **Gender** | Male |
| **Marital Status** | Single |
| **Permanent Address** | 3B, Pushpanjali Apartment, I/A-3 Ramsankar Bagui Lane, Baguipara, Baguiati, Aswini Nagar, Kolkata- 700159 |
| **Languages Known** | English, Bengali, Hindi |

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

Place: (Signature)