## Curriculum Vitae



## Jayanta Das

**I-201, KUNTAL TOWER 3**

**GORAKHABASHI ROAD**

**NAGERBAZAR,**

**KOLKATA-700028**

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[**jayantad962@gmail.com**](mailto:jayantad962@gmail.com)

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| Career Objective: |

A results driven, committed and articulate sales representative with excellent communication skills and a high level of customer commitment. Multi-skilled with the ability to plan & manage territory whilst and maintaining & developing existing and new customers through ethical sales methods and consistent high customer service. Possessing a good team spirit, deadline orientated and having the ability to succeed in a demanding sales environment. Now looking forward to a making a significant contribution in a ambitious and exciting company

that offers a genuine opportunity for progression.

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| Academic Qualification: |

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| **Examination** | **University/Board** | **College/School** | **Passing Year** | **Marks%** |
| MBA (Jayanta Das\_Marketing\_&\_Finance.) | Bangalore University | DayanandSagar College Of Management & Technology | 2013 | 61.22 % |
| BBA(H) | West Bengal University Of Technology | Pailan College of Management & Technology | 2011 | 63.44 % |
| Class 12th | W.B.C.H.S.E | L.M.S.M High School | 2008 | 50.20 % |
| Class 10th | W.B.B.S.E | L.M.S.M High School | 2006 | 76.50 % |

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| **Project Experience/Internship Details :** |

* Successfully completed a project on **TATA NANO car** in **BBA (H) 6th semester.**
* **Impact & Achievement:** Helped me to find out the new marketing activity of TATA NANO and how they imply it in market**.**
* Successfully completed the tenure of four weeks as intern and project at **ShriShyam Cement Worker PVT. LTD.** in the **‘Organisation Study’ in MBA 3rd semester.**
* **Impact & Achievement:** Helped me enlighten self about how **Organisation works in production firm** and training session held and also evaluation process at **ShriShyam Cement Worker PVT. LTD.**
* Successfully completed a dissertation on the “**Marketing Strategy of Luxury cars in Kolkata Market**” in MBA 4th semester.
* **Impact &Achievement:** Helped me enlighten self about how **luxury cars organization develops their marketing strategy to increase their sails and to compute with the competitors.**

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| **Training and Development :** |

* Received Training on “**Personal Grooming and Etiquette**”, “**Teamwork and Interpersonal Skills**” and “**Leadership and Emotional Intelligence**” conducted by CIL which gave me confidence to lead a team and overall personality development.
* I complete training on Banking job and Personal Grooming from ITM Institute Dehil. This gave me confidence to lead a team and overall personality development.

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| **Work Experience :** |

* I have an experience of working with **Vodafone Esser pvt ltd, Malda branch,** as a **Pilot Sales Representative** from **11th August 2014 to 28th December 2015.**
* Hare I had to lead a team of distributor and retailers for achieving my monthly targets and also answer the customer’s quarries.
* **CONTACT PERSON: CHINMOY GHOSH (9732018326)**

**Duties**

* **Working as part of the sales team to develop both new and existing markets.**
* **Producing & analyzing sales figures, hen reporting them to marketing managers.**
* **Assisting the marketing team with day to day administration duties Involved in developing sales & pricing strategies.**

**(PTO)**

* **Coordinating telemarketing activity.**
* **Attending networking events & promoting the company.**
* **Liaising with customers & the dealer network to answer and resolve their queries.**
* **Constantly developing existing sales processes which will generate sustainable growth.**
* **Responsible for developing own portfolio of customers.**
* **Collecting all the information required to create a request for an estimate.**
* **Writing accurate & informative sales reports and documentation.**
* **Identifying the customer's needs.**
* **Evaluating competitor activity and developing appropriate responses.**
* **Attending trade shows and exhibitions when required.**
* **From 1st of January 2016 I had serve my service to Lexes Technology as a Business Development Manager till 15March 2017.**
* Hare Icontacting prospective clients, assessing their requirements then selling them the company’s products and services that match their needs. Also responsible for maintaining ongoing relationships with customers to foster repeat business.
* **CONTACT PERSON: CHANDRAMOHAN PAUL (9986028369)**

**Duties**

* **Working as part of the sales team to develop both new and existing markets.**
* **Involved in developing sales & pricing strategies.**
* **Liaising with customersto answer and resolve their queries.**
* **Identifying and then researching potential leads and opportunities.**
* **Responsible for developing own portfolio of customers.**
* **Contacting prospective clients by phone and email.**
* **Cold calling potential clients via telephone or personal visit.**
* **Attending sales appointments at client’s premises.**
* **Dealing with a diverse range of clients in the private and the public sector.**
* **Making appointments to meet new and existing clients.**
* **Writing marketing emails & then sending them to customers & sales prospects.**
* **Liaising on a daily basis with clients.**

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| **Area of experience:** |

* **Market research,**
* **Direct marketing,**
* **Lead generation,**
* **Account management**
* **Competitor analysis,**
* **Sales & promotional material,**
* **Event coordination,**
* **Online marketing,**
* **Copy writing,**
* **Product launch,**
* **Customer care,**
* **Preparing action plans,**
* **Identifying sales opportunities**
* **Extensive product knowledge**
* **Competitor analysis,**
* **Closing sales.**

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| **Key skills&Competencies :** |

* **Proactive, determined and able to work across all functions.**
* **Numerically astute and comfortable with undertaking financial analysis.**
* **Strong collaboration, influencing and problem resolution skills.**
* **Knowledge of selling techniques and merchandising.**
* **Innovative and persuasive.**
* **Aware of the latest market trends and up to date on product knowledge.**
* **Developing new customers.**
* **Excellent after sales service ensuring the customer has had a good experience.**
* **A real flair for selling.**
* **Ability to work shifts, including overtime, statutory holidays & Sundays.**

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| **Personal skills:** |

* **Resilience,**
* **Hands on attitude,**
* **Relationship building,**
* **Target driven,**
* **Listening skills,**
* **Smart appearance,**

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| **Hobbies :** |

* **Photography,**
* **Bike Riding.**
* **Listening songs**.

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| **Personal Profile:** |

Name ………………………………. JAYANTA DAS

Father’s Name …………………….. APRATUL KRISHNA DAS

Date of Birth ……………………….29-04-1991

Languages Known………...……….. English, Hindi, Bengali

**Permanent Address…………..….... Vill: Kothabari, Post: Jhaljhalia**

**PS: Englishbazar, Dist: Malda,**

**Pin: 732102, State: West Bengal**

**I have a two wheeler driving licences. The Licence no is:WB 66H / 2566 (Pvt.)**

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| **Declaration :** |

I hereby declare that the above-mentioned information is correct and I solely bear the responsibility for the correctness of the above-mentioned particulars.

**DATE:**

**JAYANTA DAS**