***Soumen Samanta***

**Mob. : – 9883153436 & 8481083488**

**E-mail :-** [***soumen4ur@gmail.com***](mailto:soumen4ur@gmail.com)

Objective : Dynamic Marketing Professional with MBA – Marketing - seeking an entry level opportunity with the Marketing. To pursue a challenging career in a growth oriented and progressive organization where I can able to utilize my skills and potentials to meet the growing Business demands and challenges.

* **Key skills :** Able to draw the action plan & manage client relationship. Powerful leadership skills and strong ability to manage and motivate staff to achieve great results.

Innovative. Positive Attitude. Effective Inter-personal skills. Good in building & maintaining relationships. Problem solving ability. Strong counselling & convincing techniques.

Present work Experience :

Name of the Organization : OPRS Enterprises Pvt Ltd

Designation : Sales Executive

Product : Lubricant Oil

Product Name : Total Oil (elf oil )

Duration : From 02.05.2013 to Till now

Present CTC : 1,68,000/ + Travel allowance, Mobile Bill

& Incentive per annumn.

**Job Responsibility :**

* Listening to customer requirements and presenting appropriately to make a sale.
* Maintaining and developing relationships with existing customers in via Visit, telephone calls and emails.
* Cold calling to arrange meetings with potential customers to prospect for new business.
* Responding to incoming email and phone enquiries.
* Acting as a contact between a company and its existing and potential markets.
* Negotiating the terms of an agreement and closing sales.
* Gathering market and customer information.
* Representing company at trade exhibitions, events and demonstrations;
* Negotiating on price, costs, delivery and specifications with buyers and managers.
* Challenging any objections with a view to getting the customer to buy.
* Advising on forthcoming product developments and discussing special promotions.
* Checking the quantities of goods on display and in stock.
* Recording sales and order information and sending copies to the sales office, or entering figures into a computer system.
* Reviewing your own sales performance, aiming to meet or exceed targets.
* Gaining a clear understanding of customers' businesses and requirements.
* Making accurate, rapid cost calculations and providing customers with quotations.

Attending team meeting and sharing best practice with colleagues.

Educational Qualification :

* MBA in Marketing from Sikkim Manipal University with 60.2% in 2013.
* B.Sc. (Phys,Chem,Math) from Calcutta University with 43.77% in 2009.
* Higher Secondery (Phys,Chem,Math,Bios.) from W.B.C.H.S.E. with 45.5% in 2003.
* Madhyamik from W.B.B.S.E. with 72.5 % in 2001

Other Qualification :

1 year diploma in computer application from West Bengal Youth Computer Center.

Extra Curricular Activities :

* Participated in Bangiya Sangeet Parishad Painting competition.
* Leading of school’s NCC team.

Areas of Interests : Music. Travelling. Sports.

Personal Details :

Name : Soumen Samanta

Father’s Name : Mr. Nibas Samanta

Permanent Address : Village and Post Office – Jujersaha.

P.S. – Panchla. Dist.- Howrah.

Pin. – 711302. (West Bengal )

Present Address : Do.

Date of Birth : 30.04.1986

Sex : Male

Maritial Status : Unmarried

Nationality : Indian

Language Known : Bengali, Hindi & English.