**RESUME**

**SUDIPTA CHATTERJEE** 

**Present Address:**

1/73/1, Jatin das nagar, Belgharia

KOL- 700 056

**Mob. No. :** +91 9046781744

+91 8617733289

**E-mail:** sudiptac2112@gmail.com

**CAREER PROFILE & CAREER OBJECTIVE:-**

Marketing Executive professional with 2+ years of in-depth involvement in all levels of sales & marketing, having sound knowledge of sales & marketing strategies and its principles, quick grasp of new technologies and market trends, with the ability to formulate strategies, make decisions, and plan with confidence.

* **OBJECTIVE:-** Eager to put best foot forward to learn and develop in Sales and Marketing wherein education, experience and skills can be efficiently utilized to increase the sales volume and profitability of the company.

**ACADEMIC QUALIFICATION:-**

* Master of Business Administration **(MBA)** with specialization in **Marketing** from Annex College Of Management Studies, Salt Lake, Kol- 64 under **Punjab Technical University** in NOV’ 2014.
* **B.Sc.** (Pass) graduate in **Geology** under **Burdwan University** in 2011.
* **H.S. (10+2)** in Pure Science under **W.B.C.H.S.E** passed in 2007.
* **Madhyamik (10th)** under **W.B.B.S.E** passed in 2005.

**COMPUTER SKILLS:- CCNA** qualified from **Xenitis Techno Lab Pvt Ltd** , 240B, A.J.C. Bose Road, Kolkata- 700 020 in **2012**.

**PROFESSIONAL EXPERIENCE:-**

**ACCOUNT MANAGER (OFFICER - 2)** Magic Bricks Realty Services Ltd. (The Times Of India Group) Kolkata July’ 2016 – February' 2017.

**MARKETING EXCUTIVE** Shinning India Advisory (P) Ltd. Kolkata

January’ 2015 – June’ 2016.

**HIGHLIGHT OF ACTIVITIES:-**

* Managed the sales operation of the company to accomplish business strategy goals.
* Performed frequent and effective networking with a variety of business partners and customers.
* Built strong, lasting relationships with market players.
* **Sales Initiatives:-**
* Developed and sustained relationships with potential and existing clients by coordinating professional meetings, attending promotional events and providing effective administrative support.
* Organized marketing research to implement brand awareness.
* Conducted customer surveys to analyse the demands of the market.
* Tracked the activities of the company’s competitors – Motivated to gain sustained knowledge of competitor activity.
* Participated in creation and execution of sales strategies.
* Prepared clear sales analysis, as well as sales reports, sales-order status, sales agreements, in-time proposals and presentations.
* Responsible for timely, accurate quotations and various pro-forma invoices to customers, processing inquires through personal visits, email, phone and fax.
* **Key Achievements:-**
* Successfully negotiated and closed new sales. Prepared proposals and quotations, negotiated and won new contracts.
* Contributed to identifying upcoming product opportunities – Supported product development to enhance new products.

**CORE COMPETENCIES:-**

* Ability to cope with dynamic market conditions and develop sales strategy accordingly.
* Ability to work in high-stress environments and to make complex decisions.
* **Key Skills:-**
* Organized | Insightful | Innovative | Assertive
* Tolerant | Adaptable | Persuasiveness | Problem Solver
* Proactive | Self-motivated | Team worker | Multi-tasking

**PERSONAL INFORMATION:-**

**Date of Birth** : 21/12/1989

**Sex** : Male

**Marital Status** : Married

**Nationality** : Indian

**Hobbies** : Reading, Cricket, Cooking

**Languages known** : Bengali, English, Hindi

**Permanent Address** :Vill.+ P.O. – Churulia, P.S.- Jamuria, Dist.- Burdwan,

PIN- 713334

**Declarations:- I hereby declared that all the above in formations are true in the best of my knowledge & Mind.**

**Place:** Kolkata  **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Date:**  **(SUDIPTA CHATTERJEE)**