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***Name: ABEER GHOSH***

I would like to thank the reader of this curriculum vitae to take out time for finding out my suitability in your organization. A brief introduction about myself, I am a MBA- PGPM graduate from Globsyn Business School in Saltlake Sector-5 Kolkata. I am graduated from Netaji Subhash Engineering College- Garia in the stream of BBA with Honors which is part of Techno University. I am a career oriented, dynamic and smart personnel with good communication skills in English, Hindi and Bengali. I am very comfortable with face to face interactions and am looking for a marketing profile in your organization with zeal to grow with the company through my hard work.



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| Education |  |  |  |
| **Year** | **Institute** | **Degree** | **Intended Major** |
| 2012 -2014 | GLOBSYN BUSINESS SCHOOL | PGPM | Marketing |
| 2011 | Netaji Subhash Engineering College | BBA (HONS.) | Marketing |
| 2008 | Hirendra Leela Patranavis High SCHOOL | I.S.C  (DELHI BOARD) | Science |
| 2006 | Hirendra Leela Patranavis High SCHOOL | I.C.S.E  (DELHI BOARD) | Science |

**Summer Internship At ”Reliance Securities”**

Project tilled “Identification of prospective clients and preparation of database for prospective DEMAT account holders” also included visit to clients with Relationship Managers for doubt clearance and data submission.

**Work Experience**

*Naukri.com- Meritnation – May 2016 to present*

Designated as an Education Executive or Counsellor in this online education profile where-in prospects need to be converted on a daily basis from self generated to vendor arranged leads via direct client meetings. A profile where the team is arranged for self calling and generate leads then sales. Spot closures and revenue generation for the portal. Apart from sales, providing end to end support to the subscribers with service oriented issues, upgrades, renewals, customized content modifications are a major part for a team of 5 members. Daily monitor of the self calling leads and monitoring customer interaction.

*Orion Edutech Pvt. Ltd. – 16th December to May 2016*

As an Assistant Manager- Client relationship my roles were designed as the 360degree model where I was working as a Business Development Manager, bringing new clients as single window contact (Temporary staffing) and manpower sourcing for the clients permanent staffing. I am responsible for the BFSI recruitments and the manpower sourcing to our clients. I am handling recruitment and BD at the same role. My team comprises of 2 senior recruiters, 2 recruiters for Permanent staffing, 2 recruiters for Temporary staffing and a Business development Executive. My reporting manager is Assistant General Manager.

*100 Cities Real Estate as a Corporate Sales Manager - November 2014 to December 2015*

Asa CSM my work was to handle a team of 4 Management trainees and visit all the builders and promoters of standalone projects, residential projects and complexes. This was a core field job and we were responsible for space selling in the website developed. The website had products as per the space available and the segregation was done accordingly. The leads for my team were given by me and I had to visit their clients as well as the target was provided for the team on the whole. I was able to showcase my leadership qualities and my motivational skills in this job.

*Just Dial –14 April 2014 to October 2014*

As a BDE my job role was to visit all the SME or retail stores ranging from 5 starred properties to local Kirana shops where I had to validate all their Business Information and suggest the business proprietors of the best available contract facility with Just Dial so that they can grow their business using Just Dial as a platform not only for providing information but also to fetch more orders from the ready to buy customers.

**Achievements**

Top performer pan India for the month of January and highest revenue collection for 3months in a row for Kolkata Branch.

Record set in Just Dial for conversion on the very 1st day of field visit.

Represented Globsyn for Production manager in IISWBM “Managereal 2013” and Calcutta Business School “Zeron 2013” and stood *1st* and *2nd* respectively in the events.

Stood *1st* representing Globsyn in Calcutta Business School for “Comic Con”.

Participated in the 34th National Inter School Rowing Regatta.

Received scholarship from West Bengal government for getting more than 75% in Hindi.

**Extracurricular Activities**

* Participated in various debates, cricket and football tournaments in school.
* Active participation in arranging college fest .
* Active participation in Yi Net. (Social Work)

**Personal Details**

Date of Birth - 30 October, 1989

Home Town - Kolkata

Address - S/A/F/ 22-5 Kendua Main Road ; Patuli Natun Para; Kolkata 700084

Languages Known - English, Hindi, Bengali.

Marital Status - Single

**Contact Information**

Mail Id - [abeerghosh3010@gmail.com](mailto:abeerghosh3010@gmail.com)

Mobile no. - +91 9874345272

**Computer Proficiency -** Basic level user.

**Projects Done** – Pen friend ; Telecommunication; Motivation; The Secret

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| **Projects done during PGPM** |
| **Motivation-** This project was done with a view to have a holistic idea of motivation in IT industry. We took IT industry, private ownership, interviewed the employees according to the hierarchical level with a set of questionnaire. Analyzed different aspects along with our theoretical knowledge to arrive at specific conclusion suggesting lacks and benefits.  **The Secret-** It was a presentation on a book by Rhonda Bryne which was very applicable in daily life.  **Telecommunication-** It was a presentation which involved huge gathering of information from the telecom industry. The project’s main objective was to show the perfectly competitive market.  **Pen friend-** It was a marketing presentation where we had to develop a product of our own with some USPs to get financial investors approval for investing in our product and idea. |

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**ABEER GHOSH Date**