##### Curriculum Vitae

##### **PRIYANKA BOSE**

**Postal Address:** **Mob No**:+918820585428

+919007045257

636 PURBA PUTIARY **Email-** aahelikolkata@gmail.com

Kolkata-700091

## Career Objective:

* Seeking a suitable position to utilize and enhance my skills and abilities in the E-Commerce Industry and be consistent with my strengths – being organized, attentive to details, patient and usually a good “finisher”.

## Present Status:

* Worked with **ONE97 COMMUNICATIONS LTD. KOLKATA** as a Team Leader **Associate Sales** for customer support and business development executive since April 2015 to 5th of December 2016.

**Experience:**

**#1**

* **Scope: Team Leader Associate Sales** at **One97 Communications Ltd.(PAYTM)** since April 2015
* **Role 1:Merchant sign-up for online marketplace (**[**www.paytm.com**](http://www.paytm.com)**)**
* Business development as well as acquisition of new merchants along with account management
* Following-up with leads to assist them as needed through their research phase until ready for the On-Boarding process
* Transitioning merchants effectively from phone and internet contact to their in-store experience
* Following-up with existing merchants to assist them as needed to upload product catalog, ensure pricing
* **Role 2: Sign-up with Retail merchants and Service providers for make them receive payments from customers through Paytm Wallet** [**www.paytm.com**](http://www.paytm.com) **(Offline Wallet Category)**
* Knowledge distribution with promotion of the product,finding prospects, answering questions, accumulate kyc information and ideally setting an appointment for a business oriented tie-up.
* Prospecting through referrals and other creative approaches,gate meeting with my team on regularbasis,making solid plan and strategy,area demarcation.
* Setting and achieving targeted sales goals like revenue generation and product launch.
* Gaining superior product knowledge to effectively help merchants
* Providing an exceptional customer experience to drive loyalty
* Organizing regular team activity at merchant place for betterment of the sales and merchant relationship.
* Team handling with shrinkage and attrition management,development of soft skill and overseeing customer care and retention and also deliver the superior value to them by assisting them through on field training and development

**#2**

**Scope: Digital Marketer** at **Bosebann Pvt Ltd.** Since July 2013

* **Role:Acquisition of new business.and revenue generation.**
* Providing information regarding company products to the overseas customers as well as promote them through social sites like Facebook,Google Adwords,Twitter,Forums and Emails.

**Academic Details:**

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| **BOARD/**  **UNIVERSITY** | EXAMINATION **PASSED** | **YEAR OF PASSING** | **SCHOOL/ COLLEGE** | **Marks (%)** |
| Calcutta University | B.A. (Hons) | 2013 | Jogesh Chandra Choudhury College | 41 |
| W.B.C.H.S.E | Higher  Secondary | 2010 | R.B.M Govt Girls’ High School | 78 |
| W.B.B.S.E. | Secondary | 2008 | R.B.M Govt Girls’ High School | 71 |

**ACHIEVEMENTS**

* Consistent performer individually and also as a team leader in PAYTM Offline Wallet Since joining.
* Got appreciation from BOSEBANN PVT LTD. For performance and revenue generation.
* Consistent performer in ONE97 COMMUNICATIONS LTD. since joining.

**PERSONAL DETAILS**

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| **Date of Birth:** 1stth January 1991  **Sex:** Female  **Nationality:** Indian  **Marital Status:** Married | **Present Address:**  636  Purba Putiary  Kolkata -700091 |

I hereby declare that the above statements are true to the best of my knowledge and belief.