



Sayan Kar

PGDM (Marketing/Operations) from IIM Ranchi, targeting assignments in Pre-sales/Sales with an organization of high reputation



Profile Summary

- A result-oriented professional, with **nearly 5 years** of experience in **Business Development, and Pre-sales**
- Excels in managing various activities like bid management, strategic & solution sales, and solution engineering as well as entire process operations
- Expertise in working with clients in workshops for requirement gathering
- Highly skilled in reviewing proposals, managing projects, providing estimates and recommending the best product solutions
- Working knowledge of **AWS Cloud environment**
- Exposure in **charting out sales & marketing strategies** and contributing towards enhancing business volumes & growth and achieving profitability norms
- Excellent communication & leadership skills; known for establishing & sustaining valued networks



Academic Details

- PGDM (Marketing) from IIM Ranchi in 2016 with 3.64/4.33 CGPA
- B.Tech. (Electrical Engineering) from Netaji Subhash Engineering College (WBUT), Kolkata in 2014 with 8.61/10 CGPA
- 12th from Don Bosco School (ICSE Board), Bandel in 2010 with 94.2%
- 10th from Don Bosco School (ICSE Board), Bandel in 2008 with 91%



Experience

Cognizant, Kolkata as Senior Business Development Analyst Apr'16 – Jan'21

Key Result Areas:

- Leading a team of Analysts and collaborating with Solution Architects & Delivery Team for preparing the bid solution
- Participating in bids under Cognizant Infrastructure Services (CIS) and managing complete bidding process right from the initiation of the Request for Proposal (RFP) till complete submission
- Delivering high quality responses (RFPs, RFIs and RFQs) in line with client's requirements
- Contributing to the preparation of proposals, scope and authoring SOWs; delivering implementation approach overview and presentations
- Working on pricing of medium-sized proposals
- Working jointly with client SMEs and Business Heads for requirements gathering and proposal fine tuning

Highlights:

- Received **Shining Star Award** for Q2 2018 for Outstanding Performance
- Contributed as Bid Manager for a **USD 80 million** deal which was recognized as the deal win of the quarter



Internship

Company: Mjunction Services Ltd., Kolkata

Period: Apr'15 – Jun'15

Description:

- Performed detailed analysis to improve price forecasting of industrial commodities
- Prepared a comprehensive Process Document to achieve better forecasting results

Learning:

- Achieved significant improvement in price forecast of a couple of key commodities
- Learned about B2B e-commerce across core industries like steel, & refractories

Contact

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Academic Achievements

- Recognized among the top 5 in class at IIM Ranchi
- Achieved National Finalist position in Mahindra War Room, Season 8
- Secured Runner-up position in a Strategy Contest- Empires of the Mind at Intaglio-IIM Calcutta
- Ranked among Top 30 out of 5000+ participants in PepsiCo Apprenticeship Challenge

Certifications

- AWS Business Professional Certified
- AWS TCO and Cloud Economics Certified
- ITIL Foundation Level Certified
- Certified Green Belt in Lean Six Sigma

Core Competencies

Pre-sales

Requirement Gathering

Proposal Pricing

Alliances & Partnerships

Account Planning

Liaison & Coordination

Personal Details

Date of Birth: 7th December 1991

Languages Known: English, Bengali, & Hindi

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