

Saubhik Bandopadhyay

Male, 26 years

E-mail: saubhikbandopadhyay@gmail.com

Contact: 8448923814/ 6303600161

Summary

City Head Online ordering Zomato, MBA (Operations and Sales), B. Tech (Computer Science and Technology).
High performing, goal oriented, revenue driven professional with a passion for delivering, Hands on experience in sales, operations planning, market research team management and building and advertising strategy for clients.

Highlights	
<ul style="list-style-type: none">Analytical MindsetGood Communicator & MotivatorTeam Management SkillsMaintaining various cross functional teams	<ul style="list-style-type: none">Six Sigma Certified (Black Belt & Green Belt from KPMG)People DrivenQuick LearnerOpen for PAN India Location

Educational Qualification		
University	University/Collage/Institute	Percentage/CGPA
MBA (Operations and Sales) 2018	Symbiosis International University	7.5
B. Tech (CSE) 2016	NIT, Agartala	7.53 CGPA
CBSE (12 th) 2012	Rama Krishna Mission, Agartala	72.6%
CBSE (10 th) 2010	Rama Krishna Mission, Agartala	9.6 CGPA

Zomato Private Limited	City Head, (Allahabad & Varanasi)	Feb 2020 to present
Roles and responsibility	<ul style="list-style-type: none">Lead for Sales, merchant on barding, activation, account management and logistics operation, handling 4 teams in two cluster cities with a total strength of 20 people.To increase the orders portfolio of the city in a daily, weekly and Monthly basis.To maintain the balance of serviceability and profitability across the entire city.Improving the Zomato Kitchen total GMV on a month on month basis.Take care of P&L in the territory.To help to widen the existing portfolio, number of Merchants on boarded in the area, to extend the brand reach and to increase the customer base.To launch Z markets across the entire cluster.To motivate Merchants to break exclusivity contracts with competition and come into the Zomato Platform.Directly report to the Regionl Head (AVP), regarding any business related issue.	
Achievements	<ul style="list-style-type: none">Increasing the number of orders in the cluster on a daily basis by 17%.Successful Launch of Z markets in the City and to be 2nd biggest Cluster in the entire State in terms of both online ordering and Z markets, we are achieving a GMV of 35 lacks on a monthly basis just one month after launch in the cluster.Increasing the gross revenue output of the cluster by 7 lakh on a daily basis.Successful launch of online ordering in Ayodhya district hitting 400 orders in a daily basis.Improving the Kitchens GMV outputs by 60% or more in the short time span from INR 2.2 Million to INR 3.5 Million plus.Bringing the city from an overall PNL negative to an overall profitability with a net change of INR 2.5 Million in a monthly basis.Making each and every smaller city in the cluster profitable.Reducing the average delivery across the entire cluster by 12 %.Improving the Menu to cart and kart to order with in turn increased the Menu to Order by 6%.Increased new customer base by 9% in the region overall	
Exponent Consultancy	Sr. Sales Manager	March 2018 to Jan 2020
Roles and responsibility	<ul style="list-style-type: none">Handling 3 teams in which there were 3 managers with a total strength of 18 executives.Business to Business sales of loans (LAP and non LAP), credit cards, debit cards and other financial instruments and current account loans.Increase the current customer portfolio of the organisation, increase the brand reach.Creating new channels and increase connections for possibility of future accounts for the organisation.Report to Sales Head for closures and customer related issues.	
Achievements	<ul style="list-style-type: none">Exceeding the monthly targets first 3 months in a row	

	<ul style="list-style-type: none"> Increased 3 new channels of sales for the organisation. Increased the overall net revenue through my channels by 55% overall. Increasing the team size to 29 people overall. 	
Exponent consultancy	Team Leader/Manager (Loans and card sales)	Dec 2015 to July 2016
Roles and responsibility	<ul style="list-style-type: none"> To motivate and achieve a young team of members for the sale of financial instruments like loans, credit cards debit cards, LAP and non LAP and CC accounts. To manage cross functional teams, reach revenue targets, monitor performance of each and every (Sales Executives) Take care of P&L. To help to widen the existing portfolio, number of units in the area, to extend the brand reach and to increase the customer base. To maximise the sales portfolio in the area in weekly, monthly and quarterly basis. Directly report to the Sales Head regarding any business related issue. 	
Achievements	<ul style="list-style-type: none"> Digitise the paper inventory model of keeping hardcopy of data storage model. To increase the number of members in the team from 5 to 9. To increasing total portfolio in the team over 62% in the given time span. To motivate the team and increase the revenue generated per person by 35% in a brief time span of 8 months To implement Kanban system of sales disbursement within my team. 	
Exponent Consultancy	Sr. Sales Associate	Jan2015 to Nov 2015
Roles and responsibility	<ul style="list-style-type: none"> Meeting clients in a day to day basis, closing of deals, reach targets in weekly, monthly and quarterly basis. Business to Business sales of loans (LAP and non LAP), credit cards, debit cards and other financial instruments. Increase the current customer portfolio of the organisation, increase the brand reach. Creating new channels and increase connections for possibility of future accounts for the organisation. Report to Sales Head for closures and customer related issues. 	
Achievements	<ul style="list-style-type: none"> Met the monthly targets. Increased 1 new channel for the organisation. Created multiple new business connection for the organisation which can be potential new business accounts in the near future from where repetitive business can be generated. 	

Trainings certificates and Internships
<ul style="list-style-type: none"> Black Belt & Green Belt in Six Sigma from KPMG
<ul style="list-style-type: none"> A Microsoft Technology Associate in Database Management System
<ul style="list-style-type: none"> Sales Intern at ITC Gardenia In purchase Dept during MBA internship
<ul style="list-style-type: none"> Sales Intern with Web Gange for 2 months after 2nd year of graduation. (Internship)
<ul style="list-style-type: none"> Sales intern with CMS after 1st year of graduation. (Internship)

Extra Curricular Activities
<ul style="list-style-type: none"> Completed till 4th year in fine Arts and a sixth level black belt in Wung Chun form of martial arts.
<ul style="list-style-type: none"> Have in depth knowledge of Indian Stock market and World Economics
<ul style="list-style-type: none"> Like to travel, have interest in cars and bikes.