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**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.**

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| **Highlights** |  |
| * Analytical Mindset * Good Communicator & Motivator * Team Management Skills * Maintaining various cross functional teams | * Six Sigma Certified (Black Belt & Green Belt from KPMG) * People Driven * Quick Learner * Open for PAN India Location |

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|  | **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 (12TH) 2012 | Rama Krishna Mission, Agartala | 72.6% |
| CBSE (10th) 2010 | Rama Krishna Mission, Agartala | 9.6 CGPA |

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| **Zomato Private Limited** | **City Head, (Allahabad & Varanasi)** | **Feb 2020 to present** |
| **Roles and responsibility** | * **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** | * 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** |  |
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| **Exponent Consultancy** | **Sr. Sales Manager** | **March2018 to Jan 2020** |
| **Roles and responsibility** | * 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** | * **Exceeding the monthly targets first 3 months in a row** * **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** | * **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** | * 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. |  |
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| **Exponent Consultancy** | **Sr. Sales Associate** | **Jan2015 to Nov 2015** |
| **Roles and responsibility** | * 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** | * **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. |  |

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| **Trainings certificates and Internships** |
| * Black Belt & Green Belt in Six Sigma from KPMG |
| * A Microsoft Technology Associate in Database Management System |
| * Sales Intern at ITC Gardenia In purchase Dept during MBA internship |
| * Sales Intern with Web Gange for 2 months after 2nd year of graduation. (Internship) |
| * Sales intern with CMS after 1st year of graduation. (Internship) |

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| **Extra Curricular Activities** |
| * Completed till 4th year in fine Arts and a sixth level black belt in Wung Chun form of martial arts. |
| * Have in depth knowledge of Indian Stock market and World Economics |
| * Like to travel, have interest in cars and bikes. |