

Professional Experience

12 Months

Easy Riders

Sales Executive

Roles and Responsibilities

- Studying the features of all products on offer.
- Arranging the merchandise in a way that makes it easy to move around and looks good.
- Training staff in effective sales and communication strategies.
- Negotiating prices and payment plans, and then closing sales.
- Keeping up all the 100% record of sales data made under the dealership on monthly basis.

July '7,2020-

July '10,2021

Education

Year	Qualification	Institute	CGPA/%
2021-23	PGPM	Management Development Institute, Murshidabad	6.63 CGPA
2020	B.B.A(H), Marketing & Finance	Adamas University, Kolkata	7.47 CGPA
2016	XII, WBBSE	Lalit Mohan Shyam Mohini High School, Malda	74.6%
2014	X, WBBSE	Ramakrishna Mission Vivekananda Vidya Mandir, Malda	82.28%

Summer Internship

Agile Capital Services

April 7th – Jun 7th 2022(8 weeks)

Title: 'Marketing and Financial Strategies'

- Successfully collected data on various customers by taking into account demographic factors in order to generate potential customers by the company.
- Analyzed the data collected using hypothesis testing and SPSS model, thus arriving at a list of factors which impact insurance buying among customers.
- Converted 2 potential clients by pitching the product to them with its features and advantages; was awarded the Pre-Early-Bird award by the company.
- Completed an in depth competitor analysis showcasing the primary differences and features of the products of Agile Capital viz-a-viz its competitors.

Other Internship/Live projects/Training

Internship:

Dee Power Corporation LTD.-

June 3' – Sept 31' 2019 (8 Weeks)

Title: Marketing Intern

- Conducted on-site visits by going to hospitals, corporate parks, clinics, residential societies to understand customer pain points and requirements.
- Created new customer relations by interacting with various stakeholders to generate potential customers.
- Completed an in-depth analysis to find the best potential customers from a larger pool to have dedicated one to one sales pitches.

Professional Certification

- Certified Chancellor's Scholarship 2018
- Certified MS Excel skills for business. 2022

Position of Responsibility

Coordinator of the indoor sports committee	<ul style="list-style-type: none"> • Actively looked into the players who were into indoor games at Adamas University. • Maintained details of the of Students and made slots for their activity in indoor. • Played as well as managed the equipment of sports to ensure everyone got them when required. 	2018-2020
Class Representative	<ul style="list-style-type: none"> • Actively participated in maintaining class norms in my school and graduation level. • Also organized the annual festival named 'ADINOVA' of Adamas University. 	(2019-2020) 2020

Extra-Curricular Activities

- Actively played Basketball in college team.
- Actively participated in GO GREEN (plant tree & save life) program organized by our localite in 2020.
- Actively play football and do gymnasium.
- I have proficiency in languages like English, Hindi & Bengali.

Key Interests

Football	Extremely passionate about playing as well as watching it.
Basketball	I am all time fan of basketball game and interested in playing even more.
Badminton	I enjoy both watching and playing badminton during my leisure time.
Dairy Writing	I write short stories based on day-to-day life. I do not have a blog as it is more of a hobby.