**SHAIKAT SAHA**

 Mobile: 7980425603/9831695758 E-Mail: imshaikat@gmail.com

PROFESSIONAL SYNOPSIS

* A result oriented professional with more than 8 years of experience in the field of Sales, operations, Business Development and Relationship Management.

***Core Competencies***

*Strong Influencing Skills*

*Achievement Oriented*

*Team Builder*

*Individual Contributor*

*Client Relationships*

*Market Penetration*

*Acclimatizer*

* Experience in exploring and developing new markets, identifying customers, brand promotion, accelerating growth & achieving desired sales goals.

**ORGANISATIONAL SCAN**

**1.Credit Analysis & Research Ltd(Care Ratings Ltd) September 2015 to August 2021.**

* Responsible for Business development in Sme, Nsicand Bank Loan ratings in Kolkata and Rest of Bengal(Burdwan,Asansol,Durgapur)
* Identifying prospective clients both for rating and maintaining complete MIS.
* Would be responsible for developing & achieving Sales target and margin objectives as per business plan
* To increase the market reach and Market analysis and analysis of competitors situation.
* Meeting & Interacting with Corporate Clients, Real estate Developers and Education Firms.

1**. ONICRA Credit rating Agency Of India Ltd**. Aug 2014 to July 2015.

Assistant Manager, Kolkata

Job profile:

* Responsible for generating business in the given area.
* Responsible for fixing and making the meetings with the clients to generate the business.
* Responsible for making strategies for generation of revenue.
* Responsible for making presentations in front of clients and also during the various events organized by marketing team in the absence of the Sales Manager.
* Responsible for complete sales cycle till the closure of the deals.
* Responsible for making strategic tie ups with the associations for profitability of the organization which leads to the generation of revenue at certain point.

2.**.Guiness Corporate Advisors Pvt. Ltd .**  April 2014 t0 Aug 2014

Business Development Manager,Kolkata

Job profile:

* To maintain stock exchange data base
* To visit clients for marketing of financial products such as Mergers and Acquisitions, takeovers, Migration, Delisting, SME listing and ITP.
* To maintain relationship with clients and collect documents from them.
* To visit CSE listed corporate and convince then to get listed at BSE.
* Follow up clients on continuous basis.

**3.CRISIL RATINGS LTD. KOLKATA May 2012 to Feb 2014**

Senior Business Development officer,Kolkata

Job Profile:

* Responsible for Business development in Bank Loan ratings in Kolkata and Rest of Bengal(Burdwan,Asansol,Durgapur)
* Identifying prospective clients both for rating and maintaining complete MIS.
* Would be responsible for developing & achieving Sales target and margin objectives as per business plan
* To increase the market reach and Market analysis and analysis of competitors situation.
* Meeting & Interacting with Corporate Clients, Real estate Developers and Education Firms.

**3.RUMTECK FINVEST PVT LTD. NOV 2010-APRIL 2012**

**(Business Associate of SUNIDHI SECURITIES ) KOLKATA**

Relationship Manager

Job Profile:

* Maintain relation with key person of sub brokers to generate business
* Responsible for activities regarding sales,marketing,customer acquisation,customer relation and maximizing revenue
* Worked on NFO of different Mutual Fund houses.

**SCHOLASTICS**

|  |  |  |
| --- | --- | --- |
| POST GRADUATION  | MBA, MARKETING  | SIKKIM MANIPAL  |
| GRADUATION | B.COM | CALCUTTA UNIVERSITY |
| INTERMEDIATE | COMMERCE | KOLKATA |
| MATRICULATION |  | KOLKATA |

 **PERSONAL DOSSIER**

|  |  |
| --- | --- |
| DOB | 10-01-1983 |
| PERMANENT ADDRESS | 92/1 MAHAJATI NAGAR,BIRATI KOLKATA-51 |
| PRESENT ADDRESS | 92/1 MAHAJATI NAGAR,BIRATI KOLKATA-51 |
| MARITAL STATUS | MARRIED |
| FATHERS NAME | DIPAK SAHA |
| LANGUAGES SPOKEN | ENGLISH,HINDI,BENGALI |

 DECLARATION

I, hereby, declare that all the statements made above are correct to the best of my Knowledge.

Date:

Place: Kolkata (SHAIKAT SAHA)