



Prasenjit Kundu

SENIOR BRANCH MANAGER

📍 Swastik Darshan 38 N S
Avenue Serampore
Hooghly 712201

📞 7439236025

✉️ prasenjit.kundu2022@gmail.com

🌐 www.linkedin.com/in/prasenjit-kundu-053a59183

PROFILE

Experienced and self-motivated Sales Manager with 7+ years of B2B industry experience overseeing sales figures and new account developments. Bringing forth a proven track record of working collaboratively with sales teams to achieve goals, increase revenue gains, and advance the sales cycle of the company. A strong leader with the ability to increase sales and develop strategies to retain customers.

SKILLS

Team Management

Problem Solving

Creativity

Leadership

Training

Enterprise Sales

Fast Learner

Excel and Word

WORK EXPERIENCE

SENIOR BRANCH MANAGER

📍 HYDERABAD

Oct 2022 - Present

Infocom Network Pvt Ltd

- The job encompasses complete P&L responsibility of a Branch comprising of 20-30 people. I am responsible to plan, execute and monitor the sales operations with the objective of attaining accelerated growth of new client acquisition in line with the laid down processes. The role is involve recruiting & managing direct sales force in the Branch, increasing the productivity level & overall efficiency of the sales team and ensuring target achievement as per the defined targets.
- Monitoring and analysis of key data of the region allocated including sales figures, sales personnel, productivity ratios, clients work status and receivables etc.
- Identifying the opportunity & problem areas, preparing the action plan for achieving the key sales figures and presenting the Branch Sales reports.
- Actively driving and ensuring sale target achievement, management of sales support function and timely work completion of customers.
- Responsible for team recruitment, training, hand holding and ensuring high retention of team.
- Ensure implementation of training programme for skill development .
- Record performance metrics and monitoring key parameters to increase the overall productivity of the sales personnel.
- Drive performance incentive structure and sales promotion schemes.
- Collecting market feedback and provide periodic updates to the management for formulation of policy & strategy

REGIONAL MANAGER

📍 KOLKATA

Aug 2021- Sep 2022

Open Financial Technologies Pvt Ltd

- End to end responsibility of sales cycle for assigned leads, including outreach, demo, and closure from 30+ Sales Specialist
- Handle Team 30+ Sales Specialist and Generating Revenue through CP
- Take care of 150+ Channel Partner as well as Creating New Channel Partner Pipeline
- Generating lead through Channel Partner set by reaching out to new potential customers and explain to them the benefits of Open Money platform
- Continually meeting or exceedingly daily and monthly targets with respect to lead generation, demos and sales through Channel Partner from Team
- Develop in-depth knowledge of OPEN products to make suitable recommendations based on customer needs
- Achieve sales targets by new customer acquisition and ensure growth / repeat revenue from existing Channel Partners
- Help to coordinate offline events for customers and channel partners in assigned territory. Assist marketing and customer success initiatives in last mile customer outreach and education
- Product- ERP, Payrolls, Accounting, Business Banking, Business Loan, GST, Payment Gateway, etc.

Business Development

Strong Interpersonal

Strategic Thinking

Entrepreneurial

Interpersonal Communication

Collaboration

Relationship Building

Storytelling

Active Listening

MOST PROUD OF

Physical Organization

Creative Thinking,
Effectiveness, Productivity



Planning

Analysing Issues, Decision
Making, Leadership, Training



Team Work

Collaboration, Delegation, Goal
Setting, Group Leadership



ACHIEVEMENT

Awards

Promotions

Trained/Educated Others

Increased Sales figure 60% to 102%

Several times reward as Employee
of the Month

Own several Prize in sport as its my
passion after work to stay fit

AREA MANAGER

Indiamart Intermesh Ltd

📍 **VISHAKAPATNAM**
Sep 2020 - March 2021

- Handle Team size of 30-40 Executive, Conduct Training Assistant Managers and Managers Conduct performance review for my team on regular basis.
- To generate leads along with my team & Identify decision makers within targeted leads and initiate the sales process
- To manage time and work flow and create effective client meeting plans for my team.
- To penetrate all targeted accounts and originate sales opportunities for the company's products and services. To set up and deliver sales presentations, product/service demonstrations on daily basis with my team.
- To ensure systematic follow-up with the client organizations to take the sales pitch to time-bound closure.
- To be an interface between the customer and internal support teams to ensure that the customer receives the best possible service from the company.
- To ensure that all payments are collected as per the company's payment terms. Ensure adherence to sales processes and requirements. Accurately forecasts weekly, monthly, quarterly and yearly revenue streams. Recruit, develop & ensure Retention of my team by formulating their development plans, meeting their training needs and communicating with them on a regular basis. Vendor Management Channel Partner Business growth Responsibility and Channel Partner Revenue Increment.

TEAM LEADER

Indiamart Intermesh Ltd

📍 **HYDERABAD**
Sep 2019- Aug 2020

- Handle Team size of 6-7 Executive, Conduct Training Assistant Managers and Managers Conduct performance review for my team on regular basis.
- To generate leads along with my team & Identify decision makers within targeted leads and initiate the sales process
- To manage time and work flow and create effective client meeting plans for my team.
- To penetrate all targeted accounts and originate sales opportunities for the company's products and services. To set up and deliver sales presentations, product/service demonstrations on daily basis with my team.

ASSISTANT MANAGER

Axis Bank Ltd

📍 **KOLKATA**
June 2017- Sep 2019

- Sourcing of High Value saving and current accounts through 6 Business Development Executive
- Cross selling of various products of both Axis bank and Third Party Products like LI, GI, MF, etc. Sales of Loans- Personal, Home, LAP, Mortgage, Car and Business Loans.
- Maintaining excellent customer relations.
- Handling of Bank Guarantee, Letter of credit and Audit related work.
- Performing daily operation like opening Fixed deposit, Cheque transfer, NEFT/RTGS, Locker
- operation, vendor payments, Forex Transactions, Key handling, etc.
- Responsible for overall inbound and outbound operations ensuring compliance with documentation and clearance adhering to RBI guidelines.
- Maintaining monthly MIS and database the trends and developments of the company regarding sales and business development for budgetary and strategic review.
- Cash handling like cash payment, cash received, maintain petty cash, STR 9, etc. Creation of Demand draft, Passbook handling, etc.

HOBBIES

Data mining



Travelling



Doing Physical Activities



Reading Books



Reading News Paper



Tech Savvy



LANGUAGE

English



Hindi



Bengali



PERSONAL DETAILS

Date of Birth- 04 Nov 1991

Mother Name- Late Basana Kundu

Sex- Male

Marital Status- Married

Pan Number- BRDPK4092F

Passport Number- N0477459

Blood Group- B+ve

BUSINESS DEVELOPMENT MANAGER KOLKATA

Mushkhil Asan LLP

Sep 2015 - May 2017

- I was responsible for closing sales deals over the phone and maintaining good customer relationships.
- An effective Online sale representative must be an excellent communicator and have superior people skills.
- Contact potential or existing customers to inform them about a product or service.
- Answer questions about services of the company.
- Enter and update customer information in the database.
- Take and process orders in an accurate manner.
- Handle grievances to preserve the company's reputation.
- Keep records of calls and sales and note useful information.
- Outstanding negotiation skills with the ability to resolve issues and address complaints.
- Complete monthly sales Target.
- Ability to learn about products and services and describe/explain them to prospects.

INTERNSHIP

MANAGEMENT TRAINEE

 NORTH BENGAL

Mott Macdonald

June 2014- Aug 2014

Project Brief- Consumer Understanding on Financial Market

Finding- Although 68% consumers were aware about the service, hardly one fourth of them actually availed the services.

This Implies that exists a huge market for financial services to penetrate what market lack is proper communication, knowledge and promotion of benefits of these services.

Project Inbuilt in Financial Inclusion by Govt of India.

EDUCATION

• **MBA IN MARKETING & HEALTHCARE**

 KOLKATA

Passed in 2015 with 6.66 Percentile

West Bengal University of Technology

• **BBA IN MARKETING**

 KOLKATA

Passed in 2013 with 64.4%

Punjab Technical University

• **HIGHER SECONDARY**

 KOLKATA

Passed in 2010 with 60%

NIOS

• **SECONDARY**

 AURANGABAD

Passed in 2007 with 63.6%

Kendriya Vidyalaya Aurangabad