

Resume

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Languages	English, Hindi, Bengali



SANTOSH DAS

OBJECTIVE

I am looking for challenging opportunities where I can use my skills and knowledge for organizational and personal growth.

PROFESSIONAL SUMMARY

- **B.Com** with almost **3.5+years** of experience in sales and marketing fields.
- A highly versatile and Self-directed, Detail-oriented, Problem solver with a burning desire to contribute towards organization's reputation and success.
- Always ready to accept new responsibilities and challenges in my life.

TECHNICAL SKILLS

Platforms - Windows 7/10/11, Windows XP

Primary Skill –

- Microsoft Excel
- Microsoft Words
- Microsoft PowerPoints
- Interpersonal Skills
- Leadership
- Team Building and Mentoring

EMPLOYMENT DETAILS

Company	Work Location	Designation	Start Date	End Date
FUTURE GENERALI INDIA LIFE INSURANCE CO. LTD	Durgapur, India	Sales Manager	16 th Sept, 2021	28 th Jan, 2023
MSWIPE TECHNOLOGIES PVT LTD	Durgapur, India	Area Sales Officer	7 th May, 2022	13 th Sept, 2022
HDB FINANCIAL SERVICES LTD	Durgapur, India	Sales Executive	4 th Jan, 2021	10 th June, 2022

PROJECT EXPERIENCE

Company Name - FUTURE GENERALI INDIA LIFE INSURANCE CO. LTD

Designation – Sales Manager

Project Description:

As a sales manager, I had to recruit sales agents and build a team and trained them as well. Doing market analysis to meet the company target.

Responsibilities:

- As a sales manager, I worked under agency channel (IM).
- Managed recruitments of agents (called it, Insurance Manager) and built a great team.
- Met with new and existing customers on day-to-day basis to gather their needs and maintained a customer centric documents to increase company sales.
- Keep sharing knowledge with team members, customers about the company and their products to enhance sales.
- Provided weekly training to Insurance Manager about the products and their rewards system.
- Source the business from open market for Durgapur unit.

- Analysis the current and future market and build a strong strategy to meet company sales target.

Company Name - MSWIPE TECHNOLOGIES PVT LTD

Designation – Area Sales Officer

Project Description:

As an area sales officer, I had to spread awareness among people about the EDC POS system (it is a Swipe Machine) & QR code.

Responsibilities:

- As an area sales officer, I had to spread awareness among the people the EDC POS system (it is a Swipe Machine) & QR code to increase company sales.
- Met with new and existing customers on day-to-day basis to gather their needs and maintained a customer centric documents to increase company sales.
- Keep sharing knowledge with customers about the company's new scheme and offers to enhance product sales.
- Gatherings new references from existing customers.
- Source the business from anywhere in Indian open market.
- Analysis the current and future market and build a strong strategy to meet company sales target.

Company Name - HDB FINANCIAL SERVICES LTD

Designation – Sales Executive

Project Description:

As sales executive, I had to spread awareness among people, businessmen about the EDC POS system (it is a Swipe Machine), QR code & other banking products such as credit card, all types of Loan, Demat, CASA, FD, RD etc.

Responsibilities:

- As a sales executive, I spread awareness among the people and business about EDC POS system (it is a Swipe Machine), QR code and other banking products such as credit card, all types of Loan, Demat, CASA, FD, RD etc. to increase company sales.
- Met with new customers and businessmen on day-to-day basis to gather their needs and create a need to use company's product such as EDC POS & QR code.
- Keep sharing knowledge with customers about the company's new scheme and offers to enhance product sales.
- Gatherings new references from existing customers.
- Source the business from anywhere in Indian open market.
- Analysis the current and future market and build a strong strategy to meet company sales target.

ACADEMIC QUALIFICATION

- **GRADUATION (B.com)** from Burdwan University, College - Durgapur government college in **2011, West Bengal**
- **WBCHSE (10th)** Passed in [**Year – 2008**], West Bengal
- **WBBSE (12th)** Passed in [**Year – 2006**], West Bengal

ADDITIONAL QUALIFICATION

- **Computer course:** Advance diploma in financial accounting system (**ADFAS**)
- **Typing Speed:** (35-40) **Words/Minutes**

STRENGTH/KEY ATTRIBUTES

- Hard Working
- Positive Attitude
- Quick Learner
- Problem Solver

HOBBIES/INTEREST

- Playing Cricket
- Listening to music
- Doing exercise and yoga

DECLARATION

I hereby declare that the above given information is true and correct to the best of my knowledge and belief.

Date:

Place: Durgapur(W.B.)

Santosh Das