

Soumyadip Mitra

☎: 9903821173

✉: soumyadiipm@gmail.com

CORE COMPETENCIES

*Operations, Business
Development & Marketing
Team Management
Industry Tie-Ups
Corporate Communication &
Public Relation*

Goal-oriented professional with over 10 years of experience in sales & marketing, liasoning, training, & industry tie-ups

PROFILE SUMMARY

- A competent professional with over 10 years of experience
- An effective communicator with excellent networking & interpersonal skill, negotiation and decision-making capabilities

ORGANIZATIONAL EXPERIENCE

February 20 to August 20 with Biotechnology Development Association of India as a State Program Manager

Jan'19 to May '19 with Xcentric Learning Edge Pvt Ltd as Relationship Associate

Key Result Area: Industry Tie-Ups, Giving Presentations, Arranging corporate seminars & workshops. B2B

April'18 to Dec '18 with Geos India Pvt Ltd as Marketing Manager

Key Result Area: Marketing of existing clients & Visiting new clients in potential Area

February '18 to April 18 with JIS Institute of Skill Development as Assistant Manager, Skills

Key Result Area:

- Visiting clients for CSR activity, giving presentations
- Monitoring mobilisation of students for DDU-GKY & PBSSD programmes
- Day to Day Operations of Centre

Jan'15 to Sep' 17with Frostees Export India Pvt Ltd, Kolkata as a Project Manager-Government Projects in Education Industry

Key Result Areas:

- Business Acumen with educational operation capability
- Routinely evaluate business development along with Presentation
- Entire Liasoning with Govt Officers for Project
- Mobilisation of Project
- Coordinate and conduct small group and individual training sessions based on staff and organizational learning needs
- Evaluating applicants for potential employment matching them to employers' criteria for interpersonal skills, technical expertise, and management potential

Highlights:

- Achieving Business Targets
- Rapport building with Govt Official
- Overall Operations & Execution of Projects
- Monitoring employees overall improvement
- Communication

Projects Handled in West Bengal:

- SCST
- TDCC

- PUP
- SUDA

Projects Handled outside State :

- PMKVY2
- Arunachal Government-Earthmovers Project

Dec'12 to Dec'14 with Anjali Tour & Travels, Kolkata as Manager Corporate Relation & Marketing

Key Result Areas:

Selling company tour packages. Tie-Ups for car rentals from private companies, government organizations & individuals. Liasioning with organization for Bill sanctions & Bill preparation. Maintaining database, Customer feedback & overall management of the company. Providing product related, behavioural, product training & communication training to employees.

Highlights:

- Liasioning with govt organization for new orders, payments & other
- Overall company management
- Client Relation
- Tie-Ups

June 10 to Feb 12 with Jusco, Tata Steel as a Senior Officer

Key Result Areas:

Liasioning with organizations for getting water connection, corporate relationship building and network strengthening with NDITA & NDWML. Arranging corporate seminars/workshops for industry interaction. Meeting corporate clients and explaining our company services, giving presentations, Business to business [Client Servicing], Maintaining database & keeping feedback, Customer Satisfactory Index, MIS generation, Marketing & overall water bill management.

Highlight

- Liasioning with Govt Organizations & Corporates
- Marketing
- Industry Presentation

Jan 10 to May 10 with Gravo Prints as a Marketing Manager

Key Result Areas:

Looking after the product marketing of Gravo Prints & getting company orders from corporates

May 08 to Nov 09 with Asian Pacific Learning Institute as a Academic Counsellor & Marketing Executive

Key Result Areas:

Looking after students counselling & marketing of the institute

ACADEMIC DETAILS

MBA Marketing & HR from Indian Institute of Planning & Management, New Delhi,

EXTRACURRICULAR ACTIVITIES

- Active member in various cultural clubs
- Won 2nd prize for best orator in college
- Swimming
- Passionate Driver of Car
- All types of outdoor sports

PERSONAL DETAILS

Date of Birth: 4th Aug, 1987
 Address: 12F, Radha Kanta Jew Street Kolkata-700004
 Languages Known: English, Hindi & Bengali