

ARJAB MODAK

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SUMMARY

Productive employee with proven track record of successful project management and producing quality outcomes through leadership and team motivation. Works with clients to determine requirements and provide excellent service.

EXPERIENCE

09/2021 to Current

Inside Sales Manager

Tutopia Private Limited - Kolkata, India

- Identifying potential customers, making cold calls, assessing customer needs, recommending products, closing sales, maintaining prospect databases, and reporting to managers.

SKILLS

- Sales goal attainment
 - Marketing and sales strategies
 - Brand-building strategies
 - Sales techniques
 - Facebook, Twitter and Instagram proficient
- Hiring and training management
 - Salesforce CRM
 - Business development
 - Sales training
 - Team management

EDUCATION

2021

Bachelor Of Computer Application: BCA

West Bengal University Of Technology - Kolkata

2016

Higher Secondary: Science

Jalpaiguri Zilla School - Jalpaiguri

2014

Secondary Examination

Jalpaiguri Zilla School - Jalpaiguri

LANGUAGES

Bengali: : First Language

Hindi: : B2

Upper Intermediate

E: : B1

Intermediate

HOBBIES

- Listening Music
- Travelling
- Photography

ACCOMPLISHMENTS

- Implemented new, interactive employee scheduling system to monitor, gauge and project staffing needs.