

CHANDAN KUMAR

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PROFESSIONAL - TELECOM INDUSTRY (BSNL E-recharge' Project - Eastern Zone)

Sr. Executive - SALES & BUSINESS DEVELOPMENT

Seeking challenging assignments with an organization of repute across the industry

◆ **PROFILE**

- Offering an experience of over 8.3'years across Technical Servicing & Operations, Sales & Service; currently spearheading as **Sr. Executive- Sales & Business Development with Pyro Telecommunications.**
 - Hands on experience in optimizing business operations, business development, expansion of marketing network while managing and understanding competition, consequently achieving and providing high productivity standards
 - Demonstrated problem analysis, resolution skills, ability to troubleshoot and solve problems quickly & completely. Acknowledged capabilities in conducting root cause analysis of failures to promptly fix the breakdown issues. Skilled in maintaining reasonable inventory of spares to address maintenance issues.
 - Experienced in increasing sales revenues, exceeding target sales goals, developing profitable and productive business relationships, coordinating with decision-makers, building an extensive client base and market share.
 - Result oriented & responsible professional with a matured approach and able to make an effective contribution to the performance of a team with good leadership and motivating capabilities.
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◆ **PROFESSIONAL EXPERIENCE**

➤ **Taaz Communication ::**

- **Executive- Sales & Marketing (Jun' 05. - Aug' 07.)**

- Interacted with the customers to understand their needs/ requirements while assisting them for the required services and maintaining customer relationships to build the future perceptiveness
 - Established healthy business relations with clients & external associates for securing repeat business & long term customer loyalty and worked towards solving their queries and complaints efficiently.
 - Developed competitive business development and sales strategy, uncovered/ created new opportunities, identified dynamic and flexible solutions & managed account activity.
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➤ **Pyro Telecommunications::**

- **Sr. Executive- Sales & Business Development (Sep' 07. – Dec' 15.)**

- Planned and conceptualized various strategies to achieve business goals for sales aimed towards the growth in business volumes as well as profitability in order to achieve the set targets.
- Established healthy business relations with clients & external associates for securing repeat business & long term customer loyalty and worked towards solving their queries and complaints efficiently.
- Developed competitive business development and sales strategy, uncovered/ created new opportunities, identified dynamic and flexible solutions & managed account activity.
- Responsible for corresponding with clients through personal visit, meetings Email, Phone and fax etc.
- Determined process gaps and adept at brief Technical Support and assist co-workers in Technical aspects to enhance operational efficiency.
- Responsible for coordinating with BSNL Officers and CSC counters of East zone for resolve their issues pending cases of retailer's complained
- Deftly coordinate with BSNL technical team and sales team for new schemes and offers for business development

➤ **ACCOUNT Executive::**

▪ **CA Firm – Part Time (Feb-2016. – Jul-2018.)**

- As a Accountant in part time job under CA firm, and look after the audit and balance sheet of a clients as per instructions and same as their up gradation GST in Income Tax sites.

➤ **Commission Sales Associate ::**

• **Garments Agent Commission Basis- (Jul-2018.- April-2021.)**

As a sales agent worked on commission based in part time. As a sales agent coordinate with garments dealers for rates and supply quantity to their retailer's chain. I am, responsible for their sales & marketing parts and same s look after their business developments for behalf of extra commission and incentive.

➤ **Industrial Accountant ::**

• **Biraj Kerosene Oil – (Jun-2021. – April-2022.)**

As a Industrial Accountant, look after for Kerosene oil dealers for their paper work and their supplier. Weekly based fuel collection from HP & Indian Oil depot and their follow-up paper works.

➤ **CORON LUBRICANTS ::**

➤ **Sales & Marketing Specialist (April-22. – Nov-22.)**

- As a Sales Manager responsible for selling lubricants and engine oil of our company and same as look after for their marketing parts.
- As a sales manager look after for products of two wheeler & four wheeler.
- As a Sales Manager responsible for Kolkata and West Bengal area and same responsible for new distributor appoint and retailers created under new dealer creation.
- As a SM responsible for sales and business development of WB and Kolkata areas.

➤ **JK Industries Ltd. (GNT Pvt Ltd.) ::**

➤ **Sales & Marketing Specialist (Nov-22. – Jun-23.)**

- As a sales manager worked in a project of Coal-Mines (Pvt Ltd) of Jharkhand district for supply of Ad Blue-Def (urea for vehicles)
- As a SM responsible for sales and marketing in coal mines of Dhanbad Jharia Kalyani Phusro.
- Here, I had deal and contract with coal mines(pvt ltd) for supply Add Blue-def urea for heavy vehicles .
- As a SM responsible for West Bengal Jharkhand Odisha State for Add Blue supply and new distributorship appoint.

➤ **Bengal Lubricant Pvt Ltd. ::**

➤ **Account Manager- Lubricants & Add Blue-Def. (Jun-23. – Present)**

- As a Account Manager look after for sales and business development parts.
- As a Sales Manager responsible for West Bengal Jharkhand Bihar & Odisha state for their sales and marketing and same as look after for business developments of dealers and new dealer creation.
- As a SM regularly visit and traveling to my zone and same responsible for trained my team.

♣ **EDUCATIONAL CREDENTIALS**

- Matriculation, (1999) ◆ **West Bengal Board**
 - Intermediate (2001) ◆ **West Bengal Board**
 - B.A. (2007) ◆ **(Bihar Board)**
 - M.B.A- Marketing , (2014) ◆ **Sikkim Manipal University**
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♣ **EXTRA QUALIFICATION**

Basic Knowledge of Computer & Internet Access (2004-05):: **CMC- Howrah.(WB)**
Desk Top Publishing (2005):: **Howrah Youth Computer Education Centre (Govt. of W.B)**

♣ **Date of Birth::** 18th July 1982

♣ **Languages Known::** English, Hindi & Bengali

♣ **Current CTC::** 3.30 Lacks/p.a. (as C.A. Firm)

♣ **Expectation CTC::** 4 Lacks or near about

Thanking you!

Yours
sincerely,

Chandan Kumar