

Resume

Resume Title **ANGSHUMAN BASU DHAR**

Contact Information

ANGSHUMAN BASU DHAR
S/O Animesh Kanti Basu Dhar
Kanan Appartment, 3rd Floor, Flat-B/3
Borough Office Road By Lane
Lake Town, Siliguri
Po. Bhaktinagar
Dist : Jalpaiguri
Pin : 734007

Email : aryatheking5@yahoo.com
Mobile : 9775648125
Current Location : Siliguri
My Preferred Job Location : Siliguri

Personal Information

Date of Birth: 7th September 1982
Gender: Male
Nationality: Indian

Professional & Educational Details

Total Work Experience 12.6 years
Skills Positive Attitude, Excellent Communication Skill, Confidence, Punctuality
Industry IT-TELECOM / Retail Furniture Industry / Insurance / Steel Industries
Category Bulk SMS (IT / Telecom), Retail Imported Furniture, Insurance, Building Materials - Steel
Roles Area Sales Executive/Area Sales Officer/Project Executive/Relationship Manager/Area Sales Officer Project / Senior Executive Project
Current Employer Shyam Steel Industries
Current Annual Salary 2,90,000 lacs per annum (Perks extra)
Previous Employer Durian Industries Ltd, IDBI Federal Life Insurance Co Ltd, Tata Aia Life Insurance Co Ltd, Tata Steel (North Bengal Iron & Steel Pvt Ltd)
Highest Degree Held B.Com(N.B.U)
Present Location Siliguri, North Bengal.

Detailed Resume

Objective

- Continuously trying to learn to improve myself, to provide my service with Sincerity, Determination and willing to do Challenging & Administrative jobs.
- To utilize my knowledge and skills to the maximum extent.

Professional experience

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My first working company was Durian Industries Ltd where I have joined on 13.12.2008 & worked for 4 years as a Project Executive & I leave Durian on 30.12.2012. My job profile was to sell imported Furnitures & also make Fitting arrangements, Payment Collections from customers, After Sales service, Lead generation, Maintain relations and looking total project division & handles all type of Furniture Project orders & Govt. furniture tenders in various locations like Siliguri, Gangtok, Alipurduar, Coochbehar, Bhutan, Sikkim, Nepal.

Then I decided to join in Life insurance industry to gear-up my career & joined Banca channel of IDBI Federal Life Insurance as RELATIONSHIP MANAGER on 16.02.2013 & I was handling 5 IDBI Bank branches & 1 Federal Bank branch in North Bengal Sikkim region & my job profile was to maintain relationships with Bank staffs, BHs, branch training arrangements, regular follow-ups, doing client visits, policy pick-ups, proposal processing, solve requirements, policy servicing, claim settlement arrangements & to ensure my MTD & YTD business targets. And I have got 8 promotions during my tenure. And it was almost 7 years I was working there & I leave the organization on 09.01.2020.

Then I have joined Tata Structura under Authorised Distributor & Channel Partner called North Bengal Iron & Steel Pvt. Ltd. For Siliguri, Hills & surrounding locations as a Area Sales Officer Project. I have joined here on 01.04.2020 And dealt with Tata Structura hollow section pipes & relating products. And my job profile was to visit all central govt & state govt departments like PWD / CPWD / MES / SJDA / NBDD / PHE / WBTDC / MED TE / FOREST / IOC / NHPC / POWER GRID / INDIAN RAILWAY on regular basis to find out the various product needs through tenders & contractors around siliguri & neighbor locations including hills areas and also to visit private civil engineers, Govt empanelled valuers, Architects, Builders, Promoters to find out needs & to find out prospective customers & also done cold calls on regular basis to find out direct customer needs & then close the deal, looking materials delivery & payment collection also. And I have done Channel sales works also there like appoint new Dealer, Sub Dealer, Counter and collect orders, payment collections, made indents, doing mason meet etc to maximize the business And I left the organization on 13.01.2021.

Then I was working with Shyam Steel Industries as a Senior Executive Project to look after Govt department tenders & TMT requirements & joined here on 14.01.2021. I am looking here 5 districts Alipurduar / Coochbehar / Jalpaiguri / Darjeeling / Kalimpong. And my job profile is to visit all State &

Central Govt Departments (All BDOs / All GPs / SJDA / NBDD / INDIAN RAILWAY / FOREST / MES / PWD / CPWD / NHPC / ZILLA PARISHADs / MAHAKUMA PARISHAD / SCHOOL BOARDs / IOC / PHE / IRRIGATION / TEESTA BARRAGE etc throughout all districts regularly to meet all concern engineers, maintain good relationships with them & to cater all TMT related tender information / agency information & requirements & generate prospective leads & submit to our sales team through co-ordinator & then to follow up with agency & sales team till closure of any prospective lead. And also to make relationships - maintain relationships with concern private engineers / estimators / valuers / Builders / Promoters / Architects to push our brand at maximum level. And also to find out the departments & areas where our brand can be pushed & to ensure the lifting of our brand across all sites & also sending time to time reports. And also to communicate with Distributor, Sales Team & Dealers for smooth processing of orders & I left the organization on 26.10.2021.

My achievements in Previous Company :

I have got many achievements on my previous companies, some special achievements of IDBI Federal Life Insurance are mentioned –

1. IDBI Star Wars Contest certificate for achieving Rank 5
2. IDBI Star Wars Contest certificate for achieving Rank 1
3. Certificate of appreciation on mission 2000 nop
4. Percentage of fee income achievement trophy (Got 3 times)
5. Winter Fiesta Contest Winner etc etc & many more.
6. I got 8 Promotions in my IFLi tenure
(Deputy Relationship Manager Level 2 –
Deputy Relationship Manager Level 3 –
Relationship Manager 1 –
Relationship Manager 2 –
Relationship Manager 3 –
Senior Relationship Manager 1 –
Senior Relationship Manager 2 –
Senior Relationship Manager 3 –
Chief Relationship M)
7. Previously I have achieved more than 100% YTD targets in all Financial Year & special mention in FY 2016 – 2017 I have qualified for many contests & I have secured highest rating which is 7 by doing 133% YTD Fee Income achieved & 170% YTD Regular Premium achieved from YTD target. And was eligible for the position of Sales Manager.
8. I have achieved most prestigious Long Service Award also when I was completed 5 years in IFLI & apart from this also got many rewards.

**Academic
Qualification**

SL. NO	EXAMINATION PASSED	NAME OF BOARD/ UNIVERSITY	YEAR OF PASSING	INSTITUTION
1	Matriculation	W.B.B.S.E	1997	Mc. William H.S. School
2.	H.S.(COM)	W.B.C.H.S.E	1999	Mc. William H.S. School
3.	C.P.I.S.M	A.C.C.P Programs	2000	Aptech Computer Education
4.	D.I.S.M	A.C.C.P Programs	2001	Aptech Computer Education
5.	B.COM	N.B.U	2002	Alipurduar College

**Personal
Details**

Fathers Name: Sri. Animesh Kanti Basu Dhar

Date of Birth: 07th September 1982

Sex : Male

Marital satus : Married

Religion: Hindu

Languages Known: English, Bengali, Hindi, Nepali

Caste: General

Hobby : Writing Poems, Listening music, Watching Motivational videos & Action movies.

**Postal
Address**

**(Permanent
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Angshuman Basu Dhar,

C/O - N.C. Ray, Ground floor, Parna Stores Building

Sanhati more, East Vivekananda pally, Raja Rammohan Roy Road

PO – Rabindra Sarani, Dist – Darjeeling, Pin - 734006

References : I will provide if required.

I, Angshuman Basu Dhar, do hereby declare that the statement furnished above are true & completely correct, in the event of my any information found false or incorrect, I will be liable for rejection of my Candidature.

Date:

Place: Siliguri

Angshuman Basu Dhar