

JAYANTO KUMAR DAS

SENIOR RELATIONSHIP MANAGEMENT IN
HOMEVISTA DECOR AND FURNISHINGS
PRIVATE LIMITED

PROFILE

As a SENIOR RELATIONSHIP MANAGER my job is to handle pre and post sales activities for customers, brokers & dealers, handling logistics, data management and a team to increase the sales output.

OBJECTIVES

Secure a responsible career opportunity to fully utilize my training and skills, while making a significant contribution to the success of the company.

CURRENT JOB RESPONSIBILITY

1. Identify new business opportunity & managing all the Marketing & sales related activities of the company.
2. Handle a team to manage the customer's requirement and motivate dealers and brokers to join.
3. Inventory & delivery management with updated database.

CONTACT

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EDUCATION

PGDM - MASTER SCHOOL OF MANAGEMENT

From- 2012 - 2014
Papers- Marketing and International Business

BBA – JAMSHEDPUR WORKERS COLLEGE

From- 2008 - 2011
Paper- MARKETING

AAASP – DIPLOMA FROM ARENA ANIMATION JAMSHEDPUR

From- 2008-2011
Papers- Graphics with 2^d & 3d software's

DIPLOMA IN FINEARTS FROM TAGORE SCHOOL OF ARTS JAMSHEDPUR

From- 1996-2006

WORK EXPERIENCE

HOMEVISTA DECOR AND FURNISHINGS PRIVATE LIMITED – SENIOR RELATIONSHIP MANAGER (Currently working from AUG 2020) • Identify the customers requirement, • Product design and management • 3D Presentation, •Time management, • Follow-ups with vendors and customers, • After sales service • Closure • handling suppliers • stock management.

DANUBE BUILDING MATERIALS CO. LLC – SALES EXECUTIVE

02 JAN 2018 – 26 JUN 2020

Job Profile-

1. Handling Products – Gypsum, ceiling, tiles, steel, rebar, laminates, MDF, plywood, hardware, sanitary, woods, insulation
2. Counter sales with branch operation, warehouse management, purchase and coordination for outdoor sales person (pi, di, invoice, quotation, LP request).

ONWARD CHEMICALS PVT. LTD & INTEGRATED TRAFFIC SYSTEMS USA- SALES COORDINATOR & E-COMMERCE EXECUTIVE

01 MAR 2014 – 25 DEC 2017

Job Profile-

1. Identify new opportunity for thermoplastic Road marking paints and application job for seaports, airport and logistic warehouses.
2. E-commerce operation for Graco equipment's, product listing, Catalog enrichment, key word up-gradation, managing escalations.

HOBBIES

Designing, Internet surfing, different technologies, editing, playing games, Arts & painting, playing with instruments

SKILLS

- ❖ MICROSOFT OFFICE
- ❖ PROJECT, B2B2C & CHANNEL SALES.
- ❖ CUSTOMER SERVICE
- ❖ SALESFORCE
- ❖ PHOTOSHOP
- ❖ 3D MAX, MAYA, SKETCHUP

PROJECTS

1. SUMMER INTERNSHIP TRAINING

MAGIC BRICKS.COM ON THE TOPIC OF – SUMMER INTERNSHIP TRAINING 2 MONTH (2ND MAY - 2ND JULY 2013 (PGDM) - “COMPETITIVE AND COMPREHENSIVE ANALYSIS OF MAGIC BRICKS AND COMPETITORS IN KOLKATA”

2. INDUSTRIAL TRAINING

BIG BAZAAR (1ST AUG - 31ST AUG 2012) ON THE TOPIC OF “UNDERSTANDING THE OPERATIONS AND PAYBACK” FROM MEERUT.

3. SUMMER INTERNSHIP TRAINING

FAMICA PRESS INDUSTRIES PVT. LTD 6 WEEKS SUMMER INTERNSHIP TRAINING (24TH JAN – 7TH MAR 2012) (BBA)

PROFESSIONAL EXPERIENCE

Project Name- Pilot project

This is for 35-meter dedicated bicycle lane in Bangalore & I worked as project coordinator.

Responsibility- identify the key clients, marketing promotion, product demonstration & finalization for supply and apply.

PERSONAL DETAILS

Father's Name: - MR. RANJAN KUMAR DAS.

Mother's Name: - MRS. RITA DAS.

Date of Birth: - 04-02-1989.

Languages known: - ENGLISH, HINDI, BENGALI.

Marital status: - SINGLE. Gender: - MALE.

Strength: - 1) Concentration, leadership

Weakness: - 1) I feel uncomfortable until I finish my work.

Current Location – Kolkata, India.

Date- 22/6/2021