

# **JAYANTO KUMAR DAS**

SALES MANAGER IN PRISM JOHNSON LIMITED

## **PROFILE**

As a Sales manager my job is to handle pre and post sales activities manage a team for individual customers, builders & contractor, identify suppliers, data management & payment follow-ups.

## **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<sup>d</sup> & 3d software's

### **DIPLOMA IN FINEARTS FROM TAGORE SCHOOL OF ARTS JAMSHEDPUR**

From- 1996-2006

## **WORK EXPERIENCE**

### **PRISM JOHNSON LIMITED– SALES MANAGER from March 2021**

Responsibilities are:

Meeting with civil contractors & visit their ongoing project sites.  
Follow-up with purchase team, qc team and customers.  
Identify the material suppliers along with new individual IHB customers.  
Promote RMC & Special products.  
Pending Payment, order & delivery follow-up.

### **DANUBE BUILDING MATERIALS CO. LLC – SALES EXECUTIVE**

02 JAN 2018 – 26 DEC 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

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

## PROJECTS

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### 1. SUMMER INTERNSHIP TRAINING

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**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”**

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### 2. INDUSTRIAL TRAINING

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

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### 3. SUMMER INTERNSHIP TRAINING

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

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## PROFESSIONAL EXPERIENCE

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Project Name- Pilot project

This is for 35-meter dedicated bicycle lane in Bangalore & I worked as project coordinator with different airport, seaport and govt. projects.

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

## PERSONAL DETAILS

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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) Project sales, Team Management, Business development, Territory development, Primary and secondary sales

Current Location – Kolkata, India.  
Date-

Sign: