

Contact

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Skills

Strategic Planning,
Deep Sale & Execution,
Strong Negotiation

JK Cement

Kolkata (2016 - Till Date)

Greenlam Industries

Kolkata (2013 - 2016)

Jaguar & Co.

Kolkata (2012 - 2013)

VIN Semiconductors

Kolkata (2010 - 2012)

Strengths

Building Trust & Relationship
Positive Attribute
Being Persistent
Conflict Resolution
Collaborative
Agile

(2010)

(2006)

Soumit Neogy

LinkedIn: <https://www.linkedin.com/in/soumit-neogy-baa314240/>

An incisive professional with 12 years of experience in Sales, Business Development, Channel Establishment, Distribution & Strategic Client Servicing, with People Management at Regional level in India.



Work History

- **Sales Manager – East**

Heading Trade Sales for Industrial Sales throughout Branch.

Driving Sales for Building Materials & allied products through Key account Management & Business Development through Stockists, Sub-Stockists, Retailers. Managing Industrial Manufacturing houses of Cement Paint, & Building Materials.

- **Assistant Manager Sales – Kolkata**

Driving Retail Sales for Laminates & Allied products.

Managing Mega Project Contractors through Strategic Alliance.

- **Area Sales Manager – Kolkata**

Driving Channel Sales & Development by Managing Distributor, Dealers & Sub-Dealers. Identifying, Enabling & Recruiting strategic Contractors of Mega Projects & creating large deal opportunities to drive revenue.

- **Business Development Executive - West Bengal & Odisha**

Driving Mega Builders & Managing National Projects, engaging with Govt. department like PWD, CPWD, MES, NBCC, Railway and others to generate new business & Driving through Channel Networking with Stock Planning, Scheme analysis & monitoring with strategic execution.



Attainments

- *Got 3 promotions in last 6 years tenure – JK Cement.*



Key things I bring in

- *Strategic Alliances, Partnership, Sales Enablement
Key Account Management and Stakeholder Management
Channel Partner Development and Vendor Management
Ability to engage and influence at CXO level*



Education

- *MBA in Marketing from Biju Pattanayak University of Technology.*
- *Bachelor of Science from University of Calcutta, Kolkata.*