

# RAJAT DAS

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## ACADEMIC QUALIFICATIONS

Year	Examination	Institute	Board/University	Percentage
2023	PGPBM + MBA	Bengal Institute of Business Studies	V.U.	58%
2021	B.Com(Honours)	K.K.Das College	C.U.	66%
2018	XII	Barisha High School	W.B.C.H.S.E	67%
2016	X	Shri Ritam Vidyapith	W.B.B.S.E	73%

## SUMMER INTERNSHIP EXPERIENCE

### AMUST WATER PRODUCTS PRIVATE LIMITED

May 2022 – July 2022

#### Roles & Responsibilities:

- To focus on the performance and potential volume of the dealers and understand the issues and grievances faced by them.
- Study and monitors competition in the given area in terms of current market situation, information on pricing, products, SKU's, new products introduced in the market, and delivery schedules for all.
- Help guide the sales force in the area by providing them with insights on how to approach new clients and modify their sales pitch as per the situation.
- Managing distributors guide them to create new market for Amust and its product.

#### Learning Outcome:

- Have been successful in obtaining numerous new outlets for Amust and its product.
- Resolved numerous pending grievances and issues faced by the customer(retailers) and sales person in the given area and have been able to increase the sales volume significantly.

## WORK EXPERIENCE

### SBI CARD

October 2020 – March 2021

Designation: Branch Relationship Executive

#### Job Responsibilities

- 1.Convince the customers to take the SBI Credit Card.
- 2.Monthly card dispatch target was fifteen.
- 3.Verification of customer profile and customers documents.

### BRILLON CONSUMER PRODUCTS PVT. LTD (FORMERLY KNOWN AS SC JOHNSON)

Oct 2022- August- 2023

Designation : Territory Sales Manager (GT) (B2C)

#### Job Responsibilities

- 1.Meet S&D target of territory sales & development plans.
- 2.Develop Sales forecast.
3. Plan and achieve distribution expansion as per budget plans.
- 4.Stock and Logistics planning for the Area.
- 5.Ensure of the growth of each SKU.
6. Handling EFF and ISR.

#### Job Outcome

- 1.Handed Total 12 number of Team member.
- 2.Handed Two Distributor for Urban Lucknow, Two Distributor of Rural Lucknow(Rae Bareli), and Fourteen Sub Stockist.
- 3.Meet every month target with a plus number.

## ACHIEVEMENTS

- Diploma in Multimedia Animation and Graphix Editing from AICCE
- Diploma in Computer Hardware and Networking from AICCE.

## OTHER INTERESTS

- Reading of various kinds of books.
- Travelling in various places.

Date: \_\_\_\_\_

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Signature