

## ABOUT ME

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

## WORK EXPERIENCES

### **Senior Operations Executive – ATM Project**

FIS Payments Solutions & Services India Pvt. Ltd

Aug' 15 – Cont.

North Bengal

Jan' 15 – Jul' 15

Jamshedpur

Dec' 12 – Dec' 14

Guwahati

## SKILLS

Prompt with follow ups	■	■	■	■	■
Smooth coordination with functional team	■	■	■	■	■
Good communication & Presentation	■	■	■	■	■
Flexibility to work in dynamic environment	■	■	■	■	■
Good understanding the market	■	■	■	■	■

### Job Description:

- ✓ Identification of ATM Sites line with the Specifications target for the Town
- ✓ Build the appropriate channel and create the required funnel to deliver on monthly site acquisition plan
- ✓ Ensure that the acquired clear the company legal and handover the same deployment of ATM to project team
- ✓ Ensure sharp execution of marketing plans to maximize revenue
- ✓ Ensure every site deployed break-even in 6 months
- ✓ Work out a plan enhancing the transaction from revenue sites else, plan re-deployment
- ✓ Responsible for site performance as a key owner
- ✓ Responsible for building an understanding of competition across business parameter
- ✓ Will be the go person in the organization understanding the competition landscape.
- ✓ Responsible for engaging with stakeholder (internal and external) update information on a basis
- ✓ Responsible for monitoring site, uptime and performance through audits and checks
- ✓ Responsible for signing off quality prior to site
- ✓ Support in resolution of issues pertaining to site
- ✓ Would be responsible for Channel Partners for sourcing & filling Cash in our ATMs
- ✓ Monitor daily Cash Sourcing & filling efficiency of the Partner network

### **Cluster Lead**

VIOM Networks Limited

March'10 – November'12

Guwahati

### Job Description:

- ✓ Accountable for telecom infra site acquisition
- ✓ Specially handling IBS Project in Assam & NE
- ✓ Responsible for solving the critical issues
- ✓ Maintaining relationship with the site owner
- ✓ Accountable for implementing the new project
- ✓ Accountable for Electrified & up gradation of sites
- ✓ Responsible for maintaining uptime networks

## **Business Development**

TALBROS Technologies Private Limited

May'08 – February'10

Kolkata

### **Job Description:**

- ✓ Accountable for VoIP, LL, MPLS, VPN Sales
- ✓ Providing Networking Solutions to clients
- ✓ Maintaining a strategic vision - both short term and long term
- ✓ Generate business from existing customers & new customers
- ✓ To increase market segment of TATA Communications

### **HONOURS & AWARDS**

Best performer to save SLM cost in East region (2018-19)

Best performer for site acquisitions IBS in North East & Assam (2011)

Achieved member of best cluster quarter award (Apr'10-Jun'10)

### **PROJECTS EXPOSURE**

- 1) Managing ATM projects for public sector Banks in North Bengal, Project associate for SBI in Asaam & NE.
- 2) Team associate 2G & 3G network roll out in Assam & North East.
- 3) Project associate in IBS / DAS (Distributed Antenna System) for Airtel & R-COM.

### **LANGUAGES**

Bengali	■	■	■	■	■
English	■	■	■	■	■
Hindi	■	■	■	■	■
Assamese	■	■	■	■	

### **EDUCATION**

#### **PGDBM in Marketing**

WLC College India

2005-07

### **HOBBIES**

Watching Movies, Listening Music, Riding Bike, Travelling