



CURRICULUM VITAE

ARIJIT DAS

{MBA (Marketing), 18 years experience in Sales & Marketing}

Shalimar Paints, RAK Ceramics, Shapoorji Pallonji & Co. Ltd (CMG), H&R
Johnson (I) Ltd, Asian Paints Home Solutions.

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CURRENT STATUS

Working as **REGIONAL SALES MANAGER in MARVEL DÉCOR LTD** from Jan 2018.

Responsibilities : Marketing & Sales of interior furnishing products. Setting up of new channel partners in Bengal, maintaining cordial relationship with existing channel partners, routing material to Projects, Architects, Interior designers through Channel Partners. Collection of payments, C-forms. Reporting to DGM-Sales & Marketing at HO.

CTC : Rs.7,29,000 (Seven Lacs Twenty Nine Thousand) PA
Rs. 49,800 (Fortynine Thousand Eight Hundred) PM

Previous Employer 1

Worked as Area Sales Manager-Projects in SHALIMAR PAINTS LTD,Kolkata from Nov 2016 to Dec 2017.

Company Profile : With century old legacy & rich heritage, SPL is India's iconic paint-maker.Estd in 1902,the country's first paint company is a pioneer in the field of paints & coatings.

Responsibilities:

Achivement of sales target through Project,Institutional sales in both private & public sectors,upgrading & enhancing the Architects,Interior designer segments.

Enlistment of brands in various PSU'S & Govt deptts.Supporting the retail segment by liquidating the stock to projects.Arranging Engg meets,Architect meets for promotion of brands.

Cost to Company :

Rs.565667(Five lac Sixty Five thousand Six Hundred Sixty Seven per annum.)

Previous Employer 2

Worked as **Area Sales Manager in RAK Ceramics (I) Pvt Ltd**, Kolkata from Feb 2013 to Oct 2016.

Responsibilities:

Achieving sales target by both channel/project clients.
Architects, Builders upgradation & business development activities.
Team handling & logistic monitoring reporting to RSM-East.

COMPANY PROFILE:

UAE based ceramic tiles company with global presence in 160 countries.
Rated world No.1 ceramic company.

Cost to Company:

Rs.464000(Four Lac sixty four thousand) per annum

Previous Employer 3

Worked as Deputy Manager-Business Development in SHAPOORJI PALLONJI & CO. LTD-Construction Material Group, Kolkata, from October 2009 to Jan 2013.

COMPANY PROFILE:

Established in 1999 to act as a contractor for Quality Interiors. With innovation, keeping up with technologies, skillful project management, optimizing human resources utilization, balanced environmental concerns and contemporary aesthetics we are today India's NO.1 Interior Company with ISO9002 Certification by Bureau Verities Quality International. The total turnover of the Conglomerate of the companies (SP group) is US\$ 350 million.

Responsibilities:.

Marketing of the Interior designing services to corporate, builders, architects. Developing & maintaining PR with them to collect information about the upcoming projects and tender submission date. Reporting to AVP-East and VP-Operations.

Cost To Company:

Rs.4, 20,000 (Four Lacs Seventy thousand) Per Annum.

Previous Employer 4

Worked as **Asst. Manager-Trade Sales in H&R Johnson (I) Ltd**, Kolkata from December 2006 to September 2009.

COMPANY PROFILE:

H & R Johnson (I) LTD is the No.1 Tile company of India, member of Johnson Ceramics International U.K. - one of the top 5 ceramic tile groups in the world. In India since 1958, annual turnover of Rs.1200 crore.

Responsibilities:

Worked as the Divisional Head-Marbonite, to look after entire West Bengal-dealers & sub-dealers, monitoring 25 dealers & 85 sub-dealers, reporting to Dy.GM-East & General Manager-Marbonite.

Achievements & Awards:

Acknowledgement and cash reward for excellent performance in FY 07-08, in terms of activating the unrepresented area.

Cost To Company:

Rs.2, 90,000(Two lacs Ninety thousand) Per Annum.

Business Earned/Average sales per month:

Rs. 60, 00,000(Sixty lacs)/18,000 sqmtr per month.

Previous Employer 5

Worked as **Sales Associate in Asian Paints Home Solutions**, Kolkata from April-2001 to November- 2006.

Company Profile:

Asian Paints Home Solutions, launched by Asian Paints India Ltd the No.1 paint company of India in 2001., to provide customers hassle free painting service.

Responsibilities:

Direct Sales Associate, visiting residential clients introducing the concept of APHS, providing them the painting estimate with right product mix along with painting contractor, collecting the cheques before starting the painting job. Preparing the material requisition form as per the paintable area and forwarding it to the respective color world dealers.

Awards & Achievements:

The Best Sales Associate Award for Qtr 1(Apr-Jun 2001) for achieving Target with maximum conversion ratio.

Cost to Company:

Rs.84, 000 (Eighty four thousand only) Per Annum.

Business Earned/Average Sales per month:

Rs. 1, 50,000 per month from average 9-10 sites.

EDUCATIONAL QUALIFICATION

EXAMINATION/DEGREE	INSTITUTE/UNIVERSITY	YEAR OF PASSING	SCORE/GRADE
MBA(Marketing)	CSM-IGS(TASMAC)Pune	2001	I
B.COM(Hons)	CITY COLLEGE/ CALCUTTA UNIVERSITY	1998	II
HIGHER SECONDARY	CITY COLLEGE/WEST BENGAL COUNCIL.	1995	II
ICSE	THE PARK ENGLISH SCHOOL.	1993	II

IT SKILLS:

Software Application course of 6 months from NIIT.

Course contents: MS-Office, Internet, Windows 2000.

PERSONAL DETAILS

Date of Birth : 16th July 1975 (16.07.75)

Parents Name : Shri Amal Kumar Das & Smt.Bela Das.

Address : 10/1, Jadav Chandra Ghosh Lane, Yamuna Apts, 2nd Floor, Flat-B1.

City & Pin code : KOLKATA-700036.

Marital Status : Married.

Blood Group : O positive.

Residence No. : 9051920870.

Thanks & Regards,

(Arijit Das)
