



# SUJIT KUMAR DEY

Co-owner of Riverview Garments Exporter



## PROFILE

Date of Birth : 03-11-1976

Gender : Male

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## OBJECTIVE

To work in an organization that appreciates innovativeness, demands analytical. Provide a challenging and performance driven environment and a wide spectrum of experience to grow and excel in my career. My aim to create meaningful contribution to the organization through my skill and abilities and to continuously improve on my professional knowledge and skill.



## SOFTWARE SKILLS

WORD

EXCEL

POWER POINT



## INTERESTS

- Listening to music
- Travelling



## WORK EXPERIENCE ( MORE THAN 15 YEARS )

AUG 2019



PRESENT

### RIVERVIEW GARMENTS EXPORTER CO-OWNER

- We are manufacturing our own brand men's all type of t-shirt and Perfected in the best production facilities.
- We making also customized as per order basis.
- Looking 140 retailer 12 wholesaler and 6 agent with avg. turnover of 10 lakh per month.
- Maintaining excellent relation with trade.
- Supply different types of men's quality t-shirts according to customer orders and market demand. But for the current two years, we have been forced to close this business because of the Corona overcrowding and the market going from bad to worse.

SEPT 2018



JUL 2019

### PATANJALI AYURVED LTD SALES OFFICER (SOUTH KOLKATA AND SOUTH 24 PGS)

- Looked after 8 DSM with avg. turnover of 60 lakhs.
- Building numeric and weighted distribution through channel of 4 stockiest.
- Regular market visit with DSM as per tour plan beat wise and opening new outlet for growing revenue.
- Working of focus category such as Atta and Oil to improved market penetration.
- Weekly Team meeting for drive to meet monthly target.

SEPT 2016



AUG 2018

### DISHNET WIRELESS LTD ( AIRCEL ) SR. SALES EXECUTIVE ( NORTH 24 PGS AND HOWRAH )

- Looked after 14 DSE with avg. turnover of 1.2 cr.
- Wide-stretching distribution through channel of 3 stockiest.
- Regular market visit with DSE as per tour plan beat wise and opening new outlet for growing LSO and SSO.
- Tracking LSO 1120 SSO 680 and DSO 620.
- Working of focus MNP to improved CMS.
- Weekly Team meeting for drive to meet monthly target.

DEC 2007



AUG 2016

### BHARTI AIRTEL LTD TERRITORY SALES MANAGER ( MURSHIDABAD, BIRBHUM, MALDA, AND HOWRAH )

- Looked after 12 RD and 2 SD with avg. turnover of 1.5 cr.
- Massive distribution through channel of 2 SD and 12 RD
- Have a gate meeting with RD every morning to drive a multi-task at their market and get feedback at the end of the day.
- Regular market visit with RD as per tour plan bit wise and opening new outlet for growing LSO and SSO.
- Tracking LSO 1250 SSO 790 and DSO 740.

- Drive the canopy activity to LRLU site with RD for growing CMS base and revenue.
- Working of focus MNP to improved CMS.
- Weekly Team meeting for drive to meet monthly target.

AUG 2006



NOV 2007

**L.T OVERSEAS LTD**

**SALES REPRESENTATIVE ( NORTH KOLKATA )**

- Drive monthly avg turnover 15th lakh
- Total 160 outlets out of which 122 are active outlets.
- Beat wise market visit.
- Drive the business through channel

AUG 2005



JUL 2006

**EURO SOLO ENERGY SYSTEMS LTD**

**SALES REPRESENTATIVE ( NORTH KOLKATA )**

- Drive monthly avg turnover 12th lakh
- Total 120 outlets out of which 80 are active outlets.
- Daily beat wise market working for earning the revenue.
- Drive the business through channel.



**EDUCATION**

1996



1998

**BONHOOGHLY COLLEGE OF COMMERCE  
GRADUATION FROM UC**

64%

1994



1996

**RAMAKRISHNA MISSION SILPAYATAN BELUR  
HIGHER SECONDARY EDUCATION FROM WBCHSE**

58.7%

1993

**BARANAGAR VIDYAMANDIR  
CLASS X FROM WBBSE**

54.4%



**HONORS & AWARDS**

2007

Certificate of appreciation for the award to best Sales Representative of L T Overseas Ltd Star of the month July 2007. From our Zonal Business Manager.

2015

Award from President-Mobile Services of Bharti Airtel Ltd. for excellence performance on Sales and Distribution KPI in the Cruise to Singapore Contest and becoming a member of Airtel Achiever's Club July 2015 to March 2016 through Year.

2017

"STV Ka Baadshah" Award Best Territory Manager in Kolkata and ROB Circle from CBH Head of Dishnet Wireless Ltd