

CURRICULUM VITAE



NAME: ARUP DAS

ADDRESS: HALISAHAR NETAJI SUBHAS

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PROFESSIONAL OBJECTIVE

A proactive, result oriented professional offering 4+ years extensive experience in Dealer Management, Business Development, Individual Sales and Value Management, customer Services and distribution with well known organizations. Looking for challenging role with high growth opportunities and the scope of using my experience and skills to ensure maximum growth for the organization.

ACADEMIC CHRONICLE

DESCIPLINE	YEAR OF PASSING	BOARD OR UNIVERSITY NAME	DIVISION
MADHYAMIK	2012	WEST BENGAL BOARD OF SECONDARY EDUCATION	1st Division
HIGHER SECONDARY	2014	WEST BENGAL COUNCIL OF HIGHER SECONDARY	1st Division
B.A	2017	KALYANI UNIVERSITY	2nd Division
M.B.A-MARKETING MANAGMENT	2020-2022	ANNAMALAI UNIVERSITY	

WORK EXPERIENCE

*******SALES OFFICER RELIANCE RETAIL LTD. AJIO BUSSINES(B2B).(MARCH2020-PRESENTLY WORKING HERE)**

Channel - E-commerce (B2B)/General Trade.

- 1. Managing retailers.**
- 2. Retailer visit according to beat plan**
- 3. Achieving the Monthly given target**
- 4. Assisting TSM for the market growth**
- 5. Increasing the reach and availability of the product in the market**
- 6. Market Exploration and Expansion**
- 7.On board new retail point our business**
- 8.Achieve MAU,DAU,GOV, as per target.**

*******SALES EXECUTIVE ASIAN PAINTS EZY COLOUR HOME SOLUTIONS.(ASIAN PAINTS LTD) KOLKATA DIVISION (NOVEMBER 2018- MARCH2020)**

***over 1.5yr experience in sales marketing, business development, customer management, client servicing in town like entire Kolkata area.**

***pioneered in achieving sales growth both in terms & value.**

***played a key role in improving the market share in the entire area**

***successfully arranged product demonstrations, site measurement, site supervision, lead generation through activities, customer relationship as well as developing markets in my territory.**

*******SALES EXECUTIVE USHA INTERNATIONAL LTD. FAN DIVISON.(DECEMBER 2017-NOVEMBER 2018)**

**over 1yr experience in sales marketing, business development, channel management, client servicing & dealer development in districts & town like NADIA, SOUTH 24 PARGANAS, KOLKATA.*

**Adept at sales marketing, dealer development & channel Management operations thereby achieving sales growth.*

**Have skills in bulding product visibility, reviewing & interpreting market response to facilitate product improvement & contribute towards the growth of organization.*

**Have a excellent ability in devolopment in distributor and forming dealer networks at all potential areas Of the market.*

**A proactive leader with excellent relationship bulding & interpersonal skills, problem solving*

OTHER WORK EXPERIENCE :-

***** Internship whirlpool India Ltd. As a Retail sales executive in Great Eastern Pvt Ltd. (APRIL 2017-JULY 2017)**

***** Part time job Samsung India Ltd. As a Retail Sales executive in Great Eastern Pvt Ltd. (SEPTEMBER 2017- OCTOBER2017)**

***** SALES ASSOCIATE TRAINING FOR TEAMLESS PVT LTD.**

TECHNICAL SKILLS

AREA	LANGUAGES/TOOLS
COMPUTER KNOWLEDGE	MS-OFFICE, INTERNET,EXCEL,POWER POINT,MS-WORD,

PERSONAL PROFILE

FIELD	DETAILS
Name	Arup Das
Father Name	Arun Chandra Das
Sex	Male
Date of Birth	30/03/1996
Linguistic abilities	English, Bengali, Hindi
Fields of Interest	Internet Surfing, Listening Song, Watching Movie, Playing cricket & Football.

Likings : Thought a newthinks
Strength : Technically hardworking
Weakness : I focus one thing at the moment.

Date:

(Arup Das)

