

Soumik Saha

Jogipara (Talpuhur Par). Po+Ps- Kalna.
Dist- Purba Bardhaman. Pin- 713409.
West Bengal.
Mobiles- +91 8116208555
Email- soumiksaha95@gmail.com



CAREER OBJECTIVES

Looking to secure the position of Customer Relationship Manager, coming with ability to hold and bond old clients, retain their long term high quality relationship, and also processing good command over geographical planning, and strategies to increase the reach of product.

ACADEMIC QUALIFICATIONS

Year of Passing	Qualification	School/University	Special Subjects	Grade / %age
2019	PGDM	Unitedworld School of Business Ahmedabad	Major: Marketing Minor: Operation Management	7.13 (CGPA)
2017	B.Sc (Hons)	University Of Calcutta	Computer Science	55.87%
2013	XII	Kalna Ambika Mahismardini High School (WB)	Science	69.4%
2011	X	Kalna Ambika Mahismardini High School (WB)	General	79.5%

WORK EXPERIENCE

Company : Just Dial Ltd **Duration: May 19 – Present (2 Year 1 Months)**
Field : Advertising
Work Profile : Business Development Executive

- ❖ Contacting potential clients to establish rapport and arrange meetings.
- ❖ Actively seek out new sales opportunities through cold calling, networking, and social media.
- ❖ Promote the company's products/services addressing or predicting clients objectives.
- ❖ Closes new business deals by coordinating requirements, developing and negotiating contracts, integrating contract requirements with business operations.
- ❖ Build long-term relationships with new and existing customers.
- ❖ Increasing the value of current customers while attracting new ones.
- ❖ Establish product loyalty through continual efforts to build, re-brand, modify, and increase product offerings in a way that is honest, competitive, and true to the company mission.

Company : Cogoport **Duration: Nov 18 – Apr 19 (6 Months)**
Field : International Logistics
Work Profile : Business Development Executive

- ❖ Actively seek out new sales opportunities through cold calling, networking, and social media.
- ❖ Formulating strategies & reaching out to the unexplored market segments/customer groups for business expansion by developing grass root business network.
- ❖ Strategize ways to build market share, increase revenue, and acquire success through innovative developments in organizational structure.
- ❖ Identifying & developing potential customers for achieving business volumes consistently and profitably
- ❖ Mapping client's needs & providing best products to suit their requirements.
- ❖ Closes new business deals by coordinating requirements, developing and negotiating contracts, integrating contract requirements with business operations.
- ❖ Generating business from existing accounts and achieving profitability & sales growth.

INTERNSHIP TRAINING EXPERIENCE

Company : Reliance Jio Infocomm Limited (Jio)
Project Title : Jio Phone-Bridging The Digital Divide
Work Profile : Marketing Intern

Duration: May – June 2018 (2 Months)

- ❖ Sell various products and services for the organization.
- ❖ Promoted “Jio Sabse Bara Fan” contest in various colleges & events.
- ❖ Maintained the relationship with the HNI clients & solved their problems as CRM.
- ❖ Convinced new customers about Jio Postpaid connection over tele calling.
- ❖ Audited the Jio Sales Person & make the performance report of them.
- ❖ Visited various Jio Stores as a mystery customer & make the performance report of Jio Sales Guru.

ACADEMIC ACHIVEMENTS

- ❖ Scored **99.28** percentile in Mathematical Skills & **94.12** composite percentile in **MAT Exam.** (May 2017)

EXTRA CURRICULAR ACTIVITIES

- ❖ Worked with “**A Little Contribution**” NGO as a Volunteer. (Jun 2016-Jun 2018)
Responsible for Project Planning, Project Leading, Promotion and collecting funds.
- ❖ Attended the National Seminar on “**Applications of Distributed Systems Recent Times**”. (Mar 2016)
- ❖ Member of Organizing Committee for College in Durga Puja, Saraswati Puja, Freshers Party & Blood Donation Camp.

CERTIFICATION

- ❖ Completed “**Advanced Google Analytics**” from **GOOGLE.** (Apr 2020)
- ❖ Completed “**Fundamentals of Digital Marketing**” from **GOOGLE.** (Mar 2020)
- ❖ Achieved “**Lean Six Sigma Certification (Green Belt)**” from **KPMG.** (Sep 2018)
- ❖ Participated in “**Startup Immersion Program**” by Confederation Of Indian Industry (**CII**). (Mar 2018)
- ❖ Participated in “**Entrepreneurship Immersion Program**” at Entrepreneurship Development Institute Of India (**EDII**). (Feb 2018)
- ❖ Participated in “**Rural Immersion Program**” at Institute Of Rural Management Anand (**IRMA**). (Jan 2018)

SKILLS

- ❖ **Technical Skills** : Microsoft Office, Internet, E mail, Snap seed.
- ❖ **Communication Skills** : Good Listener, Excellent Verbal & Non Verbal Communication.
- ❖ **Organization Skills** : Team player, Analysis & Decision Making skills, Time Management, Relationship Maintain, Hard Worker, Ability to work under pressure.
- ❖ **Leadership Skills** : Responsible, Flexible, Public Speaker, Self Motivated.

INTERESTS

- ❖ Cooking
- ❖ Biking
- ❖ Surfing Videos on YouTube

PERSONAL PARTICULARS

- ❖ **Date of Birth** : 22.06.1995
- ❖ **Nationality** : Indian
- ❖ **Gender**: Male
- ❖ **Languages Known**: English, Hindi, Bengali.