**Career Objectives**

#### Aspire to consolidate and strengthen my career in a challenging and dynamic environment and would like to work for an organization which gives me diverse exposure to add value to my knowledge and skills.

|  |  |
| --- | --- |
| ***Name*** | **KALLOL ALBERT SARKAR** |
| ***Date of Birth*** | 23rd April,1990 |
| ***Address***  | 1, No. Hatgachia Dhapa |
| Kolkata-700105 |
| ***Father’s Name & Occupation*** | Arpan Sarkar |
| Business |
| ***Nationality*** | Indian |
| ***Marital status*** | Unmarried |
| ***Religion*** | Christian |
| ***Contact no:*** | (m)-9903359230 |
| ***MAIL ID*** | albertksarkar007@gmail.com |

### ACADEMICS

|  |  |  |  |
| --- | --- | --- | --- |
| **YEAR** | **COURSE** | **INSTITUTION** | **Grade/ Percentage** |
| 2007 | 10th – I.C.S.E | Don Bosco School, Park Circus | 75% |
| 2009 | 12th – I.S.C | Don Bosco School, Park Circus | 70% |
| 2013 | B.COM (Marketing) | St, Xavier’s College, Kolkata | 52% |
| 2017-2019 | MBA (Marketing & Operations Management) | ISBM University | 66% |
| 2019 | Management Development Program (MDP) | International Management Institution, Delhi (IMI, Delhi) | Successfully Completed |
|  2019-2020 | Executive Program in Sales & Marketing (EPSM) | Indian Institute of Management, Calcutta (IIM Calcutta) | Pursuing |

# WORK EXPERIENCE

1. **Organization:** Berger Paints India Limited

**Designation:** Sales Executive – Retail AID

**Duration:** 1st March 2019 – Continuing

**Job Responsibilities:**

* Handling a Team of 3 Sales Officers.
* Achieving growth and hitting sales targets by successfully managing the sales team.
* Achieve their objectives through effective planning, setting sales goals, analysing data on past performance, and projecting future performance.
* Ensure that the sales department works cross functionally with executives from other departments.
* Meet sales tem one-on-one weekly to review performance, progress, and targets.
* Coach individual sales representatives one-on-one through phone work and prospecting help sessions to help them improve sales performance.
* Develop sales strategies to acquire new customers or clients.
* Analyze sales data on sales results and develop plans to address performance gaps.
* Regular Market Visit with team servicing Architects, Interior Designers & Builder Firms.
* Arranging Workshop for Architects, Interior Designers & Builders.
* Contractor training and development.
* Monitor competition, economic indicators, and industry trends.
* Organise sales training sessions for employees.
1. **Organization:** Asian Paints India Limited

**Designation:** Relationship Officer II

**Duration:** 1st September 2015 – 28th February 2019 (3 years 5 months)

**Job Responsibilities:**

* Deriving Sales by Servicing Architects, Interior Designers & Builder Firms of Kolkata.
* Generating leads from Architects, Interior Designers & Builders and converting the leads.
* Regular LEAP & BEAT session with Architects, Interior Designers & Builders for product up gradation & knowledge.
* Generating business by providing Execution support, Design support, Rate Support.
* Co-coordinating with Contractors, Vendors & Clients for on-time project completion.
* Co-coordinating with dealers and depot for on-time material movements.
* Arranging Workshop for Architects, Interior Designers & Builders.
* Contractor training and up gradation, Complain Handling & Providing solutions.

1. **Organization:** Asian Paints India Limited

**Designation:** Officer I - Materials

**Duration:** 1st July 2013- 31th August 2015 (2 years 1 months)

**Job Responsibilities:**

* To ensure efficient godown operations namely loading/unloading, stacking, order picking, etc, managing C&F and adherence to Statutory Compliances pertaining to C&F operations.
* Co-ordinate with Sales Team, Plant Team, OPC and Service/connect materials timely to Sales unit to avoid loss of sale.The aim being to avoid stock-out at depots by regular monitoring.
* Managing Inventory and ensuring uninterrupted supply of material to depots in Eastern India.
* Quarterly carrying Stock Audit and achieving Zero variance.
* Carrying out different projects to help reduce in-transit damage and mal-dist at various depots
* Ensure safety at warehouse and also inculcate and implement safety measure at warehouse, carried out various safety trainings.
* Handled/Worked on TWO Warehouse shifting and ONE C&F change.
* Handled team of 100+ people.

**LANGUAGE PROFICIENCY**

|  |  |  |  |
| --- | --- | --- | --- |
| **Language** | **Read** | **Write** | **Speak** |
| English | ✔ | ✔ | ✔ |
| Bengali | ✔ | ✔ | ✔ |
| Hindi | ✔ | ✔ | ✔ |

**EXTRA CURRICULARS AND ACHIEVEMENTS**

* Youth President of Auxilium Parish Church,2014- continuing
* Convener of Revelation I & Revelation II – Inter Parish Youth Fest
* Part of Inter Parish Cricket champion team 2018,Auxilium Parish
* Winner of Fashion Show in Revelation I, Revelation II and Regnum I
* Winner of Inter School Chess & Carrom Tournament 2008,Don Bosco Park Circus
* Headed the Core team unit in organizing Inter Parish Football and Cricket tournament every year since 2014

*Place: KOLKATA ------------------------------*

 (SIGNATURE)