ANIMESH SAMANTA

**34/8 Danesh Shake Lane Howrah- 711109,**

**West Bengal, India**

**P.O-Danesh Shake Lane,**

**P.S- B.Garden**

**Cell: 09836283576**/**07890023121**

**E-mail: animeshsmnt@gmail.com**

**CAREER OBJECTIVE:**

To work in a challenging environment that will test me at all labels and allow my professional as well as personal skills by way of positive contributions to the organization while at the same time be honest, dedicated and sincere in work with prime importance to human values.

# EXPERIENCE

**SALES EMPORIUM**

* **OCTOBER 2018 to RUNNING**

## (ADMIN HEAD)

* Responsible for Branches operation
* Looking for Stock
* Marinating healthy relationship with brand.
* Tracking sale in & sale out on daily bases
* Planning for ATL & BTL Activates for increasing sales
* Monitoring Requirement Process .
* Maintain the relationship of the outlet , head office & other branch
* Training & making new staff for company
* Making Combo price for increasing sale.

**UNITED TELESERVICE LIMITED**

* **JANUARY 2018 to SEPETEMBER 2018**

## (ASST. CATAGORY MANAGER)

* Deal with various brand
* Marinating healthy relationship with brand.
* Tracking sale in & sale out on daily bases
* Planning for ATL & BTL Activates for increasing sales
* Making offer for Occasion for increasing Sales
* Monitoring Requirement Process .
* Maintain the relationship of the outlet , head office & other branch
* Training & making new staff for company
* Making spot offer to increase branch sale.
* Making Combo price for increasing sale.
* Finance reconciliation.
* Deal with Finance Company .

**UNITED TELESERVICE LIMITED**

* **JULY 2017 to DECEMBER 2017**

## ( BRANCH MANAGER)

* Opened new Showroom
* Deal with Brand
* Sales & Marketing
* Maintain Accounts
* Purchas & delivery product
* Making a good relationship on customer
* Maintain daily sales reports of stores
* Planning for ATL & BTL Activates for increasing sales
* Making offer for Occasion for increasing Sales
* Maintain the relationship of the outlet , head office
* Training & making new staff for company
* Maintain the stock
* Making spot offer to increase branch sale.
* Making Combo price for increasing sale.

**KHOSLA ELECTRONICS PVT. LTD.**

* **SEPTEMBER 2016 to JUNE 2017**

## ( BRANCH MANAGER)

* Sales & Marketing
* Maintain Accounts
* Purchas & delivery product
* Making a good relationship on customer
* Stock auditing
* Maintain daily sales reports of stores
* Planning for ATL & BTL Activates for increasing sales
* Maintain the relationship of the outlet , head office & other branch
* Training & making new staff for company
* Maintain the stock
* Making spot offer to increase branch sale.
* Making Combo price for increasing sale.
* **SEPTEMBER 2014 to AUGUEST 2016**

## (COMMERCIAL MANAGER)

* Maintain Accounts
* Purchas & delivery product
* Making a good relationship on customer
* Stock auditing
* Maintain daily sales reports of stores
* Making offer for Occasion for increasing Sales
* Maintain Attendance of employer & their salary
* Maintain the relationship of the outlet , head office & other branch
* Training & making new Stafffor company
* Maintain the stock
* **AUGUEST 2013 to SEPTEMBER 2014**

(**SYSTEM IN CHARGE**)

* Training & making new employer for company in new ERP system
* Setup ERP system in Every outlet
* Stock auditing
* Solve the problem of any wrong entry

**ARJUNA INC**

* **APRIL 2013 to JULY 2013**

(**TELE MARKETING EXECUTIVE**)

* Responsible on sales of antivirus
* Making new overseas customer
* Responsible on target achievement

**SEVEN HILL LESURS & RESORTS LTD**

* **FEBRUARY 2013 to MARCH 2013**

(**MARKETING EXECUTIVE**)

* Responsible on sales
* Sales the vacation tour package to the customer
* Responsible on team work
* **SEPTEMBER 2012 to JANUARY 2013**

**MX5 (ENTERTAINMENT CHANNEL)**

(**MARKETING EXECUTIVE**)

* Responsible on sales
* Sales the slot from advertiser
* Responsible on team work
* Generation new idea on programmers

**EDUCATION**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Name of the examination** | **Name of the institution** | **Name of the Board/University** | **Division**  **/ Class** | **Year of passing** |
| **M.B.A + P.G.P.M**  **(Marketing, H.R)** | EIILM(Kolkata) | EASTERN INSTITUTES FOR INTRIGATED LEARNING MANAGEMENT | 1st | 2012 |
| **e-Diploma in Advanced Software Technology** (C,C++,C#,.Net,JAVA) | CMC (Howrah) | CMC ACADEMY | B grade  (60%-75%) | 2010 |
| **B.Sc**. | Surndranath College,Kolkata | University of Calcutta | 2nd | 2008 |
| **Higher secondary** (10+2) | Thanamakua Model High School | West Bengal Council of Higher Secondary Education | 2nd | 2005 |
| **Matriculation** (10th) | Botanic Garden ChittaranjanAdrashsaVidyamondir | West Bengal Board of Secondary Education | 1st | 2003 |

# SKILLS AND ACTIVITIES

* A poject work on “COMPARATIVE STUDY OF WATER PURIFIER WITH SPECIAL REFERENCE TO PURE IT” of Hindustan Uniliver Limited in the month of April & May’2011
* Industrial visit to Bhusan Steel Limited.
* Servey on “Quality of Life Survey- Destination West Bengal” conducted by EIILM
* Servey on “CHILD LABOUR IN HOOGLY DISTRICT (W.B) 2011” conducted by DFIC Germany.

**Award Received: -**1. Actively participate in Science fair on 2008 behalf of

Surndranath College,

2.Actively participate in Lecture competition on 2003 behalf

Of Botanic Garden ChittaranjanAdrashsaVidyamondir

School,

**OTHER QUALIFICATION:** Junior Diploma in Art.

**WELL KNOWN:** Photography, Graphics Design.

**PERSONAL DETAILS:**

**Father's Name**: Mr.MahanandaSamanta

**Date of Birth**: 3rd July 1987

**Languages Known**:Bengali (s\w\r), English (s\w\r)& Hindi(s).

**Hobbies**: Photography.

**Marital Status**:Married

**Nationality**: Indian

**Religion**:Hindu

**Caste**:General

I hereby declare that the above furnished information is true and correct to the best of my knowledge.

Date: (AnimeshSamanta)