DRONONATH NASKAR  
Chakbalai Bag, P.O. Nepalgunj,  
Bishnupur, Kolkata -103.  
(M) 9051144312/8240357988  
naskardrononath@gmail.com  
  
  
OBJECTIVE: To join a position of responsibility with a professional managed progressive organizations which provide a conductive environment for personality growth and development.

WORKING EXPERIENCE:

SALES EXECUTIVE

OLA FLEET TECHNOLOGY PVT.LTD.

Duration: 20th March, 2018 to Till Date.

1) Responsible for achieving the Sales & Collection targets of assigned area from existing customers within given budget.

2) Identify new customers and penetrate the market.

3) Supervise territory, directs and contact dealers / distributors for incremental sales.

4) Build and maintain relationships with the dealers and the key customers associated with them.

5) Understand end consumer requirements and provide inputs to the product development team.

6) Provide market intelligence / information

7) Maintain Documentation and report to the Head Office.

Sr. SALES EXECUTIVE

BANDHAN BANK LTD.

Duration: 20th July, 2015 to 15th March,2018.

Responsibility:

* Selling of banking products to clients. Products might include CASA, Mutual Fund, FD, RD,PL,SMEL or all of these.
* Listen to customer requirements and present appropriately to make a sale.
* Maintain and develop relationship with existing customers in person and via telephone calls,emails and meet with customers.
* Cold call to arrange meetings with potential customers to prospect for new business.
* Respond to incoming emails and phone requiries.
* Inform on forthcoming product to customers.
* Review own sales performance, aiming to meet or exceed targets.
* Attend team meeting and share best practice with colleagues.
* Prospecting and identifying new leads and pitching to the clients.
* Providing client service to existing customers. They are required to manage all aspects of customer relationships.
* Strategizing & implementing ways to achieve sales targets.

DISTRICT CO-ORDINATOR  
IL & FS EDUCATION TECHNOLOGY SERVICES LTD.  
Duration : 7th January, 2014 to 10th June, 2015.

PROJECT DETAILS: ICT @ SCHOOL PROJECT.  
  
Responsibilities:  
  
. Share a visit plan under his jurisdiction on monthly basis to the project manager.  
. Inform the visit plan (based on his monthly plan) to the call center every morning.  
. Visit 2 schools at least on regular basis, maintain and update the school visit register (DC).

. Purpose of school visit.

1. Verify Hardware and Software up-time.  
2. Follow-up with the concerened vendor and ensure timely rectification in coorination with the call center, Zonal head through phone and email.  
3. Collect information and feed backs from HM/Community/Students/SC.  
4. Collect and verify all the register/reports with proper sign off from the SC's.  
5. Take classes to improve the education delivery through ICT.  
6. Meet the HM/Committee/Community on education delivery and assesments.  
7. Take sign off from the HM  
8. Take good quality pictures and video clips on regular basis.  
9. Baseline and End survey in respect of computer awards (one time)  
10. Upload the school visit report details on regular basis.  
. Call at least 10 SC's on regular basis to ensure their attendance level and ensure session plan.  
. In case of any problem inform to the call center / Zonal head / Project manager immediately.  
. Conduct induction/any other training program for SC's.  
. Interact with the District Eduacation Officer (DI), Secondary Education on regular basis.  
. Send periodic reports to regional office and attend review meeting on monthly basis:  
1. Attendance Certificates.  
2. Training Attendance Sheet and feed backs.  
3. Monthly School Visit Report.  
4. Monthly Visit Plan.  
5. Hardware & Software Up & Down Time Report  
6. Leave Tracker Report  
7. Project Expenses Settlement.  
8. Daily Calling Report.  
9. Submission of Pictures & Videos on monthly basis.  
. In case of Theft follow the proper process (School Visit for Verification, Collect Request Letter from School and FIR Reports), taking Good Pictures and inform ZH/PM/CC as early as possible.  
  
ERP Consultant/Implementer  
M/S ACG InfoTech Ltd.  
Duration: 27th April,2008 to 20th December, 2013.  
  
  
Project Details:   
WAPCOS IAMWARM PROJECT. From 22nd March to 20th May.  
  
\*\*\*\* www.wapcos.mxerp.in \*\*\*\*  
Name of the Project: Tamil Nadu Irrigated Agriculture Modernization and Water-bodies Restoration and Management Project (TN-IAMWARM)  
To know more about IAMWARM, please visit : www.iamwarm.gov.in  
  
  
Consultancy By:  
  
WAPCOS Limited (A Government of India Undertaking under MoWR)  
Scope of Consultancy:  
Consultancy Services for Construction Quality Management and Technical Supervision  
PWD : http://www.tn.gov.in/departments/pwd  
  
Responsibilities:  
  
. Handle ERP Life-Cycle project implementations.  
. Handling all module of ERP which is required for JJRS Projects.  
. Basically implement module of Cloud 9 is Purchase Management, Inventory Management, H.R & Payroll, Tools & Plants, Accounts Management.  
. Development the ERP Software by Programmer and also Implement to the client site which are required for the company base.  
. And also responsible for provide training at the Client site.  
  
ERP Executive  
Sona Koyo Steering System Ltd.  
15th July, 2007 to 20th Feb, 2008.  
  
  
Responsibilities of Sales & Purchase:  
  
. Master Vendor Creation in Purchase module  
. Master Article Creation in Purchase Module  
. MVGR maintenance of created article in Purchase Module  
. Mass maintenance of Created Articles in Purchase Module  
. Material Listing in Purchase Module  
. Split Valuation in Purchase Module  
. Generating various report from ERP with the help of transaction code  
. Preparing MIS Report of created Vendor, article & Submitting to the Management  
  
Responsibilities of Production  
  
. Approving purchase requests in ERP  
. Verifying the challan & purchase invoice in ERP  
. Planning the schedule of work to be done after reviewing customer orders and raw materials available.  
. Procurement & management of supply base vendors  
. Responsible for all customer service inquires and product calibration services  
. Ability to configure ERP system  
. Strong Organizational Time management skills  
. Able to establish good relationship with clients  
. Good oral, written & presentation skills  
  
  
SCHOOL\COLLEGE QUALIFICATION:  
  
. Madhyamik from West Bengal board in 2001 with second division.  
. Higher Secondary (10+2) from West Bengal board in 2003 with second division.  
. Honours Graduate from Calcutta University in 2006 with second division.  
. DASD (Diploma in Application Software Development) from Lal Bahadur Shastri Training Institute in New Delhi.  
. MBA from IIBM (Pune).  
  
  
SOFTWARE EXPOSURE:  
  
. BASIC: MS - Office 2003 / 2007, Internet.  
. APPLICATION SOFTWARE: ERP (Oracle 8i) (Sona Koyo Steering System  
. ltd.),  
. ERP (QUADRA-Plus) (Jaycon Infrastructure Ltd.)  
. ERP (QUADRA-Lite) (Arvind Techno Engineers Pvt. Ltd.)  
. PROGRAMMING LANGUAGE: C, C++, AND JAVA.  
. WEB DEVELOPMENT: HTML, JAVASCRIPT, XHTML, DREAM WEAVER.  
. OPERATING SYSTEM : LINUX,UNIX,WINDOWS 2007/2000.  
  
PERSONAL INFORMATION:  
  
. Date of Birth : 22nd Feb, 1985.  
. Father's Name : Shridhar Naskar.  
. Nationality : Indian  
. Language known : Bengali, Hindi, English.  
. Permanent Address: Chakbalai Bag, P.O.Nepalgunge.  
. P.S.Bishnupur., Kolkata: 700103.  
  
HOBBIES:  
  
To listen Soft music, Reading book.  
To playing Cards, Cricket, Foot ball and Volley ball.  
To liking gardening.  
  
  
  
  
THANK YOU (DRONONATH NASKAR)

Top of Form

Bottom of Form

Top of Form

Bottom of Form