

NARAYAN SARKAR



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Seeking assignments in Sales & Marketing, Business Development, Product Management and Dealer Management with a leading organization preferably Location: Kolkata/East Zone

SYNOPSIS

Offering more than **21 years** of experience in Sales and Marketing, Service Operations, Product Management, Customer Support and Dealer Management. **Current designated as Area Sales In charge of "Amalgamated Biotech", dealing with scientific equipments and Laboratory Products.**

THE BUSINESS SKILLS

- ⇒ Effectuating pre-planned marketing strategies for accomplishment of performance milestones; analyzing & reviewing the market response/ requirements and communicating the same to the marketing/ product application teams for coming up new products.
- ⇒ Networking with prospective clients, generating business from the existing accounts and achieving profitability and increased sales growth.
- ⇒ Identifying prospective clients from various sectors, creating new business opportunities, generating business from existing account, thereby achieve business targets; delivering presentations / seminars & product promotion schemes to the prospective clients & dealers.
- ⇒ Developing relationships with the customers in target markets for business development; negotiating the price and involve in technical discussion with the customers.
- ⇒ Liaising with the dealer in order to achieve the set target, along with identifying and developing reliable dealers / distributors for increasing market visibility and ensuring reach of company through dealer network.
- ⇒ Monitoring end-to-end process flows in order to ensure operational efficiency through dealers; appointing new dealers & sub dealers in the region and training the dealer team. Providing technical support to the dealers for product positioning.
- ⇒ Developing & expanding the dealer channel network to enhance product reach & business targets; imparting continuous on job training to the workforce for enhancing their productivity & operational efficiencies through knowledge enhancement / skill building.
- ⇒ Managing a team of associates and monitoring their performance to ensure efficiency in process operations & ensure meeting of individual / group targets.

CAREER CONTOUR

From December 2020 to till date working with "Amalgamated Biotech" Area Sales In charge

- ⇒ Find out the potential customer and generate new inquiry, understanding the customer's requirements , analysis customers on present market scenario and satisfactory solutions to them accordingly with BOQ and close the sales deals, earn the revenue.
- ⇒ Provide product related feedback, support & maintain network relation with business associates/parties.
- ⇒ Proficient in **attaining the individual as well as team handling** and goals.
- ⇒ Coordinate with HO & Factory and E - Mail business corresponding with customers etc.
- ⇒ Reporting to the authorities/director as when require

Areas Covered: Well-known about Eastern Zone, Sikkim, Orissa, Jharkhand

Jul'2012 – November 2020, Hicks Thermometers (India) Ltd. as a Sr. Sales Executive

Attainments

Skilled in overcoming **business challenges** and making high stake decisions using experience based judgment, strong work ethic and inapproachable integrity. Expert in building records of success in sales and leadership positions for generating substantial revenue growth; well versed with **marketing and sales of Medical Equipments and surgical product etc.** Expertise in **tapping prospects**, analyzing their requirements, rendering technical guidance to the client and **negotiating (commercially) for the orders.**

Result focused & effectual leader with demonstrated skills in turnaround of underperforming businesses. Possess expertise in working in multicultural environments with the distinction of understanding & **exploring new markets** for businesses growth and set up / streamline operations. Exceptionally well organized with a track record that demonstrates self motivation, creativity & initiative to achieve personal & corporate goals.

Areas Covered: Kolkata, Siliguri, West Bengal's District

Mar'06-Jul' 2012 : Victron Security Ltd. Kolkata as Asst. Sales Manager

Attainments

- ⇒ Products Handled: Electronics Security systems products of Brand "COMANDO" – CCTV Systems, Access Control Systems, Biometric Door Lock, Intrusion Alarm Systems, VDP etc.

Areas Covered: West Bengal, Bhubaneswar, Assam, Nepal & Bhutan

- ⇒ Key clients handled: Rambo Marketing Pvt. Ltd., CNS Associates Machines Pvt. Ltd, Electric Equipments & Engg., Sampatrai & Sons-Cuttack etc.
- ⇒ **Business Activities:** Responsible for Sales Promotion Activities, Managing Sales Team Identified to potentials customers, developing co-business partner within region, independently decision taking to achieve the company's goal.

Nov'01-Mar'06 Flipper Clipp Power systems Pvt. Ltd., Mumbai as Asst. Sales Manager (US Based head Qtr at Chennai ISO-9001 Leading On-Line UPS Manufacturer Company)

Attainments

⇒ Products Handled: Online UPS System

Areas Covered: Mumbai

- ⇒ Key clients handled: Life Style showroom, Inox, Vipul Tech Solutions and so many commercial Customers and etc.
- ⇒ **Activities:** Handling 04 Sr. Sales Professional executives, 03 Service Engg. ; 03 Office stuff. As well as branch admn. Related commercial activities, developing dealer & executing sales Strategy and helping to closing the deals, customer-Supports etc.

Commenced career from Mar'99-Oct'01 with Electronics & Controls Power Systems (P) Ltd.

Kolkata as Sales Executive

(An ISO 9001 Certify Chennai based organization of On Line UPS Manufacturer Company)

PROFESSIONAL QUALIFICATIONS

Post Graduate Diploma from **NIS** (Div. of NIIT Ltd.),
Sparta in 1999. Specialization : Sales & Marketing
Management

B.Sc. : from Calcutta University
in 1997. Specialisation: Physics,
Chemistry, Mathematics

Computer Skills

Well versed with Excel, Windows 98, MS Office word 97 - 2007; MS-DOS, Power point Presentation, Business letter/Corporate E-Mail writing & Internet Operation etc.

Language in Fluent: English,
Hindi & Bengali Language
Known: Assamis, Nepali

Hobby: Travelling & Making Friend

Reference: Available On request.

PERSONAL DETAILS

Date of Birth : 11th December, 1979

Permanent Address : Mayapally (Opposite lane of Ration Shop), P.O: Ichapore Nawabganj, 24 PGS (N),
Kolkata – 743144

Contact : 11-C, 6th Lane, Dhaniala Para, Barrackpur, 24 PGS (N), Kolkata -743122

Narayan Sarkar

Date:

(Signature)

Place: Kolkata