

CURRICULUM VITAE

MALAY PATRA

Mobile: +918967315445

E-Mail: patramalay2@ymail.com



Over 16 years+ Experienced Candidate.

♦ Experience

- 1) Previous Company "J.K. PROTOMAX Pvt. Ltd." As a "Sales Manager".
Area In-Charge:-MEDINIPUR & JHARGRAM, BANKURA
West Bengal,
India.
Worked Period: AGUST'2018 to September'2024
- 2) Previous Company was "ACMA Industrial Project Pvt. Ltd." As a "Sales Officer".
Area In-Charge:-South Bengal,
West Bengal,
India.
Worked Period: July'2014 to JULY'2018.
- 3) Previous Company was "Resinova Chemie Ltd" as a "Senior Sales Representative".
Area In-Charge:-Nadia, Paschim Medinipur, Purba Medinipur.
West Bengal,
India.
Worked period: April'2011 to June'2014.
- 4) Two year's eleven months worked in "Webel Informatics Ltd." As a "Sales Executive" at
Chandrakona Town, Paschim Medinipur, West Bengal, India.
Worked period: From May'2008 to March'2011

♦ JOB PROFILE FOR THE CURRENT EMPLOYER

Listening to customer requirements and presenting appropriately to make a sale.

- ▶ Competitor activities.
- ▶ Creating, developing and maintaining dealer & distributor relationships.
- ▶ Team handling.
- ▶ Cold calling to arrange meetings with potential customers to prospect for new business.
- ▶ Liaising with suppliers to check the progress of existing orders.
- ▶ Checking quantities of goods on display and in stock.
- ▶ Recording sales and order information and sending copies to the office.
- ▶ Reviewing team sales performance, aiming to meet or exceed targets.
- ▶ Gaining a clear understanding of customers businesses and requirements.
- ▶ Attending team meeting and sharing best practice with colleagues.

P.T.O.

◆ ACADEMICS

- ◆ **Institution** : Tenpur Thakamoyee Vidyapith(10) 43.25%
 Jhakra Higher Secondary School (10+2) 39.6%
 Medinipur CMC a TATA Enterprise (10+2+3) 68.3%
- ◆ **Board** : WEST BENGAL BORD OF SECONDARY EDUCATION (10)
 WEST BENGAL COUNCIL OF HIGHER SECOUNDRY EDUCATION (10+2)
 NETAJI SUBHAS OPEN UNIVERSITY (10+2+3)

◆ PERSONALDETAILS

- ◆ **S/O** : Mr.BRAJA MOHAN PATRA
- ◆ **Address** : VILL – PANDUA,
 P.O.–PANDUA,
 DIST.-PASCHIM MEDINIPUR,
 PIN. –721201,
 WEST BENGAL,
- ◆ **Phone (Home)** : +919775529363
- ◆ **Date of Birth** : 10THMarch,1986
- ◆ **Religion** : HINDUISM
- ◆ **Nationality** : INDIAN
- ◆ **Cast** : GENERAL
- ◆ **Marital Status** : MARRIED
- ◆ **Driving License** : YES
- ◆ **Language Known** : BENGALI, HINDI, ENGLISH
- ◆ **Language Ability** :

Language	Read	Write	Speak
Bengali	Expert	Expert	Expert
Hindi	Expert	No	Expert
English	Expert	Expert	Beginning

- ◆ **Physical Disability** : NONE

◆ EXTRACURRICULARACTIVITIES

1. **NCC (National Cadet Crops)** Training at **Shahpur in Kolkata**. Regimental No **WBSD-05-251201** Rank **CDT**, unit **45 BN NCC**.
2. **Typing Speed** 25 Word Per Minute(Approx).

◆ HOBBY

- Trips New Place.

◆ DECLARATION

I am also confident of my ability to work in a team. I hereby declare that all the information furnished above is true to best of my knowledge.