

# MANIDEEP CHAKRABORTY

✉ : C/o. Sri. M M Chakraborty.  
Radha Rani Apartment,  
Opp. Khanik Sangha Field,  
South Bharat Nagar, P.O. Siliguri Town,  
Dist : Darjeeling, Pin – 734 004  
(West Bengal)

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## CAREER OBJECTIVE :

*Seeking to make best use of my knowledge, skill and experience in Planning, Overseeing and Implementing Sales Strategies in the assigned area/ region as Area Sales Manager/ Regional Manager.*

## SYNOPSIS :

- ◆ Employed as Senior Territory Manager – Government Project in Somany Ceramics Ltd.
- ◆ MBA (Marketing) with 8 years experience in Strategy Planning, Product Promotion, Sales Development, Management and Team Management.
- ◆ Have an experience in Institutional Sales (Project) & Channel Sales (Retail).
- ◆ Focused and goal driven with strong work ethics, continuously striving for improvement coupled with commitment to offer quality work.
- ◆ Adaptable and a quick learner with capability to work under pressure.
- ◆ Possesses strong presentation, communication, analytical and negotiation skill.

## ACHIEVEMENTS :

- ◆ Established relationship with the concern authorities of the Governments Departments (Central, State including Defence and Civil), create preference, demand and generate approval for the Govt. Projects in the assigned areas.
- ◆ Create brand awareness among the Govt. Contractors, build relationship, generate and confirm demand applying the required strategies.
- ◆ Set up strong network at Distribution and retail level for Electrosteel Steels Ltd in Barak Valley area (Assam) at the very 1<sup>st</sup> month of appointment.

- ◆ Successfully established contact and communicate with various Engineering Departments of Central and State in North Bengal area and get the brand enlisted in tenders at Head Quarter, Circle, Division level creating volume at project verticle.

## **PROFESSIONAL EXPERIENCE :**

- ❖ **SOMANY CERAMICS LIMITED. (Siliguri, West Bengal)**  
Sr. Territory Manager – Government Project. **[June, 2018 – Present]**
- ❖ **DYNA ROOF PVT. LTD. (Siliguri, West Bengal)**  
Executive – Institutional Sales. **[August, 2017 – May, 2018]**
- ❖ **ELECTROSTEEL STEELS LTD – GSS. (Siliguri, West Bengal)**  
Sales Executive – **[January, 2017 – July, 2017]**
- ❖ **PURBANCHAL CEMENT LIMITED. (Guwahati, Assam)**  
Sales Executive – **[December, 2015 – December, 2016]**
- ❖ **ELECTROSTEEL STEELS LTD – SRPL (Guwahati & Barak Valley, Assam)**  
Business Executive - **[September, 2012 – November, 2015]**

## **PROFESSIONAL & ACADEMIC QUALIFICATIONS :**

- ◆ **Master of Business Administration (Marketing)**, Sikkim Manipal University, 2012.
- ◆ **Graduation (Economics & Political Science)**, Dibrugarh University, 2008.
- ◆ **AISSCE (12<sup>th</sup>)**, Central Board of Secondary Education, 2004.
- ◆ **AISSE (10<sup>th</sup>)**, Central Board of Secondary Education, 2002.

## **INDUSTRIAL TRAINING/ PROJECT :**

**Subject** : “A STUDY ON B2B MARKET OF BISCON PRODUCTS IN GUWAHATI CITY.”  
**Organization** : Brahmaputra Iron & Steel Company [BISCON].  
**Duration** : 2 (two) months.

## **PERSONAL PROFILE :**

**Name** : Manideep Chakraborty.  
**Father's Name** : Sri. Manik Moy Chakraborty.  
**Gender** : Male.  
**Date of Birth** : 7<sup>th</sup> April, 1984.  
**Marital Status** : Single.  
**Contact No** : (+91) 87238 30093, 80114 02128

## **DECLARATION**

*"I hereby affirm that the information in this document is accurate and true to the best of my knowledge and belief"*

**Date** : 01/09/2020

**Place** : Siliguri.

**MANIDEEP CHAKRABORTY**