

DEBJIT BHATTACHARJEE

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CAREER OBJECTIVE

Having 8 months of work experience at Kansai Nerolac Paints as a Sales Trainee, I gained a complete knowledge of the paint industry. While working as a **Territory Sales Officer**, I have gained knowledge about **Data analysis, Distributor Handling, Schemes Calculation, Dealer landing price, maximum retail price, and Business Expatriation by Dealer Opening** and **focusing on customers** and **collaborating** with my Dealers. I also hold internship for 2 months at TVS Motor Company I gained Knowledge of automobile industry. I had work as a **Customer Relation** and sales of **Bike Insurance**. Having a decent academic record and work experience I hope I will be able to bring great expertise to your esteemed organization.

WORK EXPERIANCE

KANSAI NEROLAC PAINTS LTD.

Job Responsibilities:

- Prepare plans to achieve the assigned business objectives for the territory on a monthly level and work towards achievement targets.
- Assist dealers in achieving their overall sales target 100% through regular visits, scheme communication, and timely material service.
- Explore and open new dealer counters to expand the overall sustainable sale potential in the territorial market.
- Organize promotional activity and product awareness meets for dealers and contractors.
- Monitor the outstanding payments on a regular basis and take measures to minimize the over dues.
- Coordinate the 100% availability of materials, services, and promotional tools to the dealer.

INTERNSHIP

TVS MOTOR COMPANY LTD.

Roles & Responsibilities:

- Understanding and analyzing different need and preference of the customers.
- Maintaining showroom's spare parts and inventory.
- Daily updating the TVS Dealership Portal.
- Digital job card entry in TVS Management app.
- Cold-calling to the existing customer for bike servicing and renewal of insurance policy.
- Maintaining good relation with the customers.

ACADEMIC QUALIFICATIONS

Year	Examination	Institute	Percentage
2023	PGPBM	Bengal Institute of Business Studies	70%
2020	BCA(H)	Bidhan Chandra Collage	74%

ACHIEVEMENTS

- Visited and Understanding different need and preference of customer.
- Added 4 new dealers and 3-4 sub-dealers in my territory
- Solving of problems faced by the dealers which were not solved by the TSO.
- || Solving of customer complaints raised in my territory.
- || Upgrading 30% insurance from third party to comprehensive ||
- Managed the overall stock of bike parts.

SKILLS

- Sales Techniques
- Retail Merchandising
- Communication Skills
- Problem-Solving,
- Data Analysis
- Customer Service