

Manish Kumar Burman

An enthusiastic & expert Marketing and Sales Guy. Highly observant and patient towards doing my task. A very diplomatic, Aggressive and convincing guy towards clients and colleagues. Passionate in planning & management too. Responsible, Reliable and full of Team-spirit and adaptive to any work environment.



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10th Oct 1986



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Male



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Kankinara, West Bengal, India-743127



N-24-PGS, Nadia, Malda, South Dinajpur & Sikkim



Graduation (BA) From IGNOU in 2012

ACHIEVEMENTS

- Certificate Of Excellence from Berger Paints in 2022.
- Man Of The Match Orange Cup Deco-2020 3rd Highest Scorer in India.
- Certificate Of Appreciation in 2017 & 2018 from Berger Paints.
- Superstar Of The Year in 2015-2016 from Indigo Paints.
- Outstanding Performance in 2014-2015 from Indigo Paints.
- Certificate Of Honour For FOS in 2007 from HUL.

SKILLS

• Technical Skills

- Having good knowledge in **Word/Excel/Power Point**
- Having Data Management Skill


• Soft Skills


- Believing in Team Work
- Problem Solving Skill


• Languages

- Hindi
- English
- Bengali
- Nepali

WORK EXPERIENCE:-

From Jun 2024		
Company Name	Kamdhenu Colour And Coatings Limited	
Location	Core Area:- Nadia & S-24-PGS,	
Designation	Area Sales Manager	
Key Responsibility	I am responsible for Developing and implementing sales strategies to meet sales targets and drive growth in their assigned area and Guiding, coaching, and training to sales Officers, and setting individual sales targets for them and Performance monitoring. And I am also responsible for Building and maintaining strong relationships with existing and potential customers, and resolving customer queries, Market analysis.	


From Jan 23 To Jun 24 (Years 1.6)		
Company Name	SSIL	
Location	Core Area:- Nadia, N-24-PGS, S-24-PGS, Purba Medinipur. Partially:- Alipurduar & Coochbehar	
Designation	Assistant Sales Manager (Paint)	
Key Responsibility	I was joined and worked for “Buildistan” for one year This is a wholesale model from a big house. Here I am handling 4 Sales Office in 4 Districts of West Bengal (Nadia / N-24-PGS / S-24-PGS / Purba Medinipur), and performance monitoring of the Sales Officers, like Buyer Registration and seller appointment, I have to achieved my target from my assign district, and follow up for the Outstanding too. In December’23 I got transferred in TMT Sales of Syam Steel.	


From Jun 2021 To Dec 2022 (Years 1.7)		
Company Name	Berger Paints India Limited	
Location	North 24 PGS	
Designation	Sales Officer	
Key Responsibility	Open New Channels to gain the market share, Sales and Scheme Briefing & follow up to the network, Secondary Activities like Painters Meet and Schemes Flow up with my BD	

From Mar 2019 To May 2021 (Years 2.3)		
Company Name	KANSAI NEROLAC PAINTS LTD.	
Location	Malda & South Dinajpore	
Designation	Territory Sales Officer	
Key Responsibility	Open New Channels to gain the market share, Sales and Scheme Briefing and follow up to the network, Secondary Activities like Painter and contractors engagement, Etc.	

From Oct 2016 To Mar 2019 (Years 2.6)		
Company Name	Berger Paint India LTD.	
Location	Sikkim (North, East, South, West)	
Designation	Senior Sales Representative	
Key Responsibility	Open New Channels to gain the market share, Sales and Scheme Briefing and follow up to the network, Secondary Activities like Painter and contractors engagement, Etc.	

From May 2014 To Oct 2016 (Years 2.6)		
Company Name	Indigo Paints Ltd	
Location	North 24 PGS & Nadia	
Designation	Sales Officer	
Key Responsibility	Appointing new Dealers in my territory and, Painters activities, primary and secondary sales through contractors and painters, Payment Collection, Merchandising in dealer counter, and Schemes follow-up.	

From Jun 2010 to May 2014 (Years 4)		 UNITED SPIRITS
Company Name	UB Group	
Location	North 24 PGS & Nadia	
Designation	TSI (Off Roll)	
Key Responsibility	I Was joined USL as a Merchandiser after one year of service I was promoted by Mr. Sujoy Dutta (ASM) as a TSI (Off Roll) and looking for Institutional Sales over there, like Brand Promotion, Take care of Merchandising, and Retailer Scheme given by the company.	

From Mar 2007 to May 2010 (Years 3.3)		
Company Name	HUL	
Location	North 24 PGS	
Designation	PWE (Door to Door Sales)	
Key Responsibility	Door to Door Cold Calling and Sales of Water Purifier (Pure-it)	

I declare that the particular given above are true & correct to the best of My knowledge

Date:-_____

With Thanks,

Place:-_____