

RICHARD HALDER

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SUMMARY

Results-driven and dynamic marketing professional seeking to leverage expertise in sales, brand positioning, and customer engagement to drive business growth. Passionate about crafting data-driven strategies, fostering client relationships, and optimizing revenue generation.

INTERNSHIP EXPERIENCE

Sales & Handover Executive, Godrej Properties Limited

April 2024 - October 2024

- Closing Sales & Sourcing Sales(B2B,B2C)
- Generated Leads Through Channel Partners, Online Sources, Brand activation
- Worked on Cross Selling(Car Parking area) & Up selling (Amenities Access)
- Customer Relationship Management
- Customer Data Management using Sales Force CRM Tool, Data Analysis,
- Collection, Registration Cold calls, Customer Interactions ,Document & Payment Verification.
- Site Visit, Properties Inspection ,Ground Team leader & labor Management. Team Work

Digital Marketing & Social Media, Centre for Youth Development & Activities

Nov 2023 - Dec 2023

- Digital Marketing & Lead Generated
- Designed Professional Poster, Photo video Edited & Designed
- Coordinator of CYDA Silver Jubilee Event
- Handled Social Media Team

Product Verification Operator, Flipkart

Sep 2021 - Nov 2023

- Worked As a Team Lead, Handled Return Product Verification Process
- Coordinate Warehouse Activities
- Contributed Operations on Big Billion Day For A Month
- Recommended Process Improvement Strategies

EDUCATION

IIEBM Indus Business School

May 2025

Post Graduation Diploma In Marketing Management

Pune, MH

CGPA:- Pursuing

Serampore College, University of Calcutta

Sep 2022

Bachelors of Science In Biology

Kolkata, WB

CGPA:- 7.48

CERTIFICATION

- NISM-Investor Certification examination
- National Service Scheme, University of Calcutta
- National Skill development Corporation Level 5&7(Advance computer Programing Application)
- Data Analytics Essential, Imperial Business school London
- Marketing Essential & Digital Marketing strategy - IIM-B ,EdX verified certificate
- Data Analyzing and Visualizing Data with Power BI-Davidson College, EdX
- Data Representation and Visualization in Tableau - RIT ,EdX Verified Certificate
- United Nations Development Program in Gender Equality, Women's Employment, Leadership context of National Biodiversity Planning &Reporting
- Google AI for everyone - GOOGLE, EdX
- Product Management Fundamentals , University of Maryland, EdX Verified Certificate
- Justice , Harvard University, EdX Verified Certificate
- Teamwork & Collaboration, Rochester Institute of Technology, EdX Verified Certificate

SKILLS

Professional Skills: Market Research, Canva, Power BI, MS Office

Personal Skills: Leadership, Time management, Critical Thinking, Adaptability, Flexibility

EXTRACURRICULAR ACTIVITIES

- 13th Time Blood donated at emergency & blood donation camp
- Flood & COVID pandemic & Oxygen crisis social worker (Red Volunteer)
- Hindustan Coca Cola Disrupt Season 3 Participation
- certificate for Flipkart WiRED 7.0 & 8.0- Business Track Quiz Round 1
- Self Defense Training - Savate Association of west Bengal
- Inter IIEBM Indus Business Drama participation certificate
- Cyclone Disaster Relief camp (2times)
- 7 days NSS Special camp, Serampore College, Calcutta University
- Educational Coaching Classes Computer Basics & MS Office
- Math & Physical Science & Biological Science for Class 6 - 9 Students
- Swiggy Delivery Partner
- BPO Call Center 1Month Experience Cold calls to UK Customers

PRESENTATION

- IEBM Indus Business School Student Council Secretary Candidate 3rd Round Selection Presentation
- A study on factors influencing customer loyalty in Indian Healthcare Industry with reference Emcure Pharmaceuticals - Business Research Method

LANGUAGES

- English (Fluent)
- Hindi (Fluent)
- Bengali (Native)

DECLARATION

I hereby declare that above-mentioned information is true to the best of my knowledge and belief.

Richard Halder
Pune