

Curriculum Vitae

SOUMITRA BHOWMIK

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OBJECTIVE

To make a positive impact in my field of activity leading to organization growth by creative application of my value based convictions and professional divinity by putting my all efforts in the work assigned to me in an organization where I can grow along with the organization.

WORK EXPERIENCE

- 9TH MAY18- Till date work as a **Sr.Officer- Sales** at in **SUPER SHAKTI TMT (SUPER SMELTERS LTD)** at **Hooghly District**.
- 20st June'17 to 7th May 18 worked as an **Officer -Marketing** with **TOPTECH TMT (SRMB GROUP)** at **Burdwan District**.
- 21st Feb'13 to 17th June 2017 worked as **Area Sales Officer** with **Amit Iron Pvt. Ltd.** (Channel Partner of **TATA STEEL FLAT PRODUCT**). At **Hooghly, East & West Burdwan, Murshidabad, Malda and North Bengal.(Cold rolled and Hot rolled Steel)**.
- 21st August'12 Joined as **Trainee Sales executive** with **Amit Iron Pvt. Ltd.** (Channel Partner of **TATA STEEL**).
- Worked as trainee at **TATA MOTORS** from Feb'08 – Dec'10.
- Worked as a machine operator from Aug'07 – Jan'08 at **Xenitis Infotech Limited**.

KEY RESPONSIBILITIES AREA

- To find new customers
- To handle existing key accounts and to acquire new customer every month.
- To meet the sales and collection targets.
- To organize regular promotional activities with the OEM's and retailers.
- Weekly & monthly reporting to Tata Steel.
- Every month sales force training in district dealers.

PROJECTS UNDERTAKEN

Undertaken V.M.C.R. (Value Management CR) under guidance of Tata Steel to identify and understand the total CR consumption of the OEM & Retail segment for introduction of a new plant material for the West Bengal market.

ACADEMIC QUALIFICATION

- One year course from George Telegraph in the year 2010.
- B.A. passed from Calcutta University in 2006.
- 1 year I.T.I. vocational training from W.B.S.C.T.E. in 2006-07.
- 10th from S. N. Vidyaniketan, Sheoraphuli in 2001.

PERSONAL STRENGTH

- Strong Inter-personal skills.
- Sincerity towards job and punctuality.
- Able to cope under pressure.
- Good communication skills.
- Can work indepently or as a part of a team.
- Identifying customer's requirement and developing the cost effective solutions.
- Confident, Hard-working, Liberal, Ambitious, Friendly & Goal oriented.

I.T. SKILLS

Knowledge of MS Office and Internet.

LANGUAGES KNOWN

Bengali, Hindi & English.

HOBBIES AND INTEREST

listening to music, outdoor games, biking.

PERSONAL PROFILE

Name : - SOUMITRA BHOWMIK

Father's name : - Narayan Chandra Bhowmik

Date of Birth : - 3rd May 1986.

Sex : - Male

Marital Status : - Married

Languages Known : - Bengali, Hindi & English.