**BRAJ**

**BRAJ.349423@2freemail.com**

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| **OBJECTIVE** |

Looking forward to secure a senior level position in business development/Sales/Telemarketing which can challenge my deliverables at the professional front and help me enhance the business ventures of the company by expanding it’s reach and network.

# **PROFESSIONAL SYNOPSIS**

A sales & BD professional with 16 years of relevant experience, Ability to identify, qualify and develop business strategies.

# **KEY SKILLS**

* Marketing Strategies and Campaigns
* Business presentations
* Market Analysis and product positioning
* Business development in new segment
* Corporate, Individual and Channel Sales
* Team Leadership

**PROFESSIONAL EXPERIENCE**

**Organization: Liberating Solution** **(April 2010 –Till Date)**

**Designation: Supervisor – Sales & Business Development**

**Job Responsibilities:**

* To capture market share in line with the organizations expectation and business plan.
* To make out Strategic plans (both Online & Offline marketing), Brand building
* To maintain a good client relationship and providing a strong after sales backup.
* Looking after company’s Digital & Social Marketing and online reputation management
* Helping to develop new products in line with the requirement of the industry.
* Ensure Vendors Managed globally.
* Setting delivery KPI’s

**Organization: Sea Sky Logistics** **(Dec 2004 –Nov 2010)**

**Designation: Supervisor – Logistics (Operation & Sales)**

**Job Responsibilities:**

* Responsible for entire gamut of Logistics function for the Group.
* Direct, optimize and coordinate full order cycle
* Keep track of stock levels, delivery times, tracking, invoicing and efficiency.
* Manage Third party warehouses.
* Material/Inventory Control and management.

**1 |** P a g e

* Stocking of inventory and Ensuring stock accuracy.
* Ensuring timely processing and deliveries of stock.
* Statutory and Regulatory Compliances
* Logistics Management.
* Liaising and negotiating with customers and suppliers.
* Ensuring proper documentation and updating of records

**Organization: G.D. Exports Pvt. Ltd** **(Dec 2000 –Nov 2004)**

**Designation: Supervisor – Import/Export**

**Job Responsibilities:**

* Preparation of costing, production and purchase planning.
* Co-ordination for final inspection with buying agents.
* Handling of Export and Import documentation and banking related activities.
* Preparation of documents to obtaining various types of Licenses from Director General of foreign Trade Office.
* Coordination with Production, Procurement departments
* Repaired goods follow-up & Re exports the same
* Export Order Execution, Bill of lading Approval, and Freight Bill Passing & Lead time follow-up.
* Export Products Inspection Follow up & Generating MIS Report
* Follow -up with Production dept. for timely deliveries & quality checks as per buyer requirements

 **ACADEMICS:**

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| --- | --- | --- |
| **Course**  | **University/Board** | **Year of Passing** |
| Graduation |  Calcutta University |  1995 |
| Intermediate |  BIEC |  1993 |
| 10th |  BIEC |  1991 |

 **IT SKILLS :**

* Completed 1 Yr. Diploma in Software Engineering from NIIT Computer Education.
* Hands on experience in MS Office.

 **ACHIEVEMENTS:**

* Successfully completed NCC “B” Certification from 2nd Bengal Battalion, Fort William,Kolkata India.
* Received Governor’s Medal for Best Cadet and Outstanding performance in NCC from Governor of West Bengal, India.

 **HOBBIES/INTERESTS :**

* Reading, Going places, Meeting People

**2 |** P a g e

**Personal Dossier:**

Date of Birth : 30 June 1975

Gender : Male

Nationality : Indian

Marital status : Married

 **DECLARATION :**

I confirm that the information provided by me is true to the best of my knowledge and belief.

**3 |** P a g e