
JYOTI DUTTA

Indira Nagar, Lucknow.

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Professional Title-

Problem Solver

Innovator

Mentor

Quick Learner

Fire Fighter

Professional Summary

Talented Marketing Manager with exceptional skill at selling a company products and services utilizing effective and innovative marketing methods tools and resources. Amicable and enthusiastic approach and excellent pitching clearly delineates why a customer or client should invest in your products.

Having experience in every walks of life.

Expertise

- Sales Team Supervision
- New Account Development
- Relationship Building
- Complex Negotiations
- Presentations & Proposals
- Closing Strategies
- Sales Training
- Lead Qualification

Experience

Mahendra Group /Manager

A leading Educational, Infra, Manufacturing and Skill Company, worked in different domain
Lucknow

- Good pitching quality and client conversation by attractive presentation and bringing new business to the company.
- Ability to chase up new business opportunity.
- Increasing brand awareness and bringing in new customers
- Maintaining relationships with key clients
- Excellent lead generation and development skills.
- Proven ability to grow a business.
- Closely work with sales team to develop sales.
- Effective leadership skills.
- Assisted with sales presentations, conducted seminars to local business leaders and educate benefits of our product.
- Managed a team which was responsible for handling all customer relations.
- Created and maintained relationships and loyalty with clients through person's interactions.
- Used knowledge of products and services to build sales
- Handled product related enquires from prospective customers.
- Educated employees on new products.
- Pursue new business opportunities and acquire new partners and other new business ventures.
- Monitor monthly financial and analytics data and team with stakeholders to increase revenue.
- Resolve customer issue in context of product.
- Good communication skills and master in Cold Calls etc.
- In regards with Hr work Interviewing Potential employees, managing employee schedules and day to day operations.
- Worked in Government Skill Project.

Integrated Control System / Graduate Trainee Engineer

A renowned electrical project vendor of Tata Steel.

May 2011 - August-2013

- Erection and Commissioning of the Panel, Liaisoning work orders from the clients and making work orders, Memorandum of Understanding, Agreement, Team Management, Making of BOM, Making of BOQ, Negotiating the vendors. Coordinating the planning departments and preparing design as per the customer requirement. Coordinating the staff's in the site.

Education

Master of Business Administrative (HR and Marketing) from BPUT University.

August 2013 - September 2015

Bachelor of Technology (Electrical and Electronics Engineer) from BPUT University

August 2007- September 2011

LANGUAGES

- English
- Hindi
- Bengali
- Odia.

PROJECTS

- During MBA I have done internship in TATA TINPLATE & TRF
- A summer internship project report on "Analysis of Production Variability in supply chain process and its effects on Customer Compliance" at TATA TINPLATE
- A project report on "Optimization of Order to Cash Cycle" at TRF.
- During B-Tech I have undergone vocational training in TATA TINPLATE & TATA STEEL.
- Project under TATA TINPLATE "Study of protection device installed for main mill and devices at 6-Hi Mill" and suggested new devices for protections which were not installed there.
- Project under TATA STEEL "To reduce the total power consumption in New Bar-Mill in TATA STEEL" by improving the production system and adopting new facility.

Computer Programming Skills

- Known Office Package: Microsoft Word, Microsoft Excel, and Microsoft Power Point.
- Knowledge in Auto Cad software (Industrial Design both in Electrical and Architect Design).

Awards

- Recruitment success rate of Satya Infra Promoters Private Limited industries by 50% than last year.
- Consecutive won two times in Paper Presentation at National Level tech-fest "Abhudaya" Organized by GIACR Engg. College.
- Arrange Group Seminars and Project on College Level and won many prizes.

Declaration

- I hereby declare that all the above information stated by me is true to the best of my knowledge and belief.

Date:

Place:

JYOTI DUTTA