

CURRICULUM VITAE



Name – TANMOY CHAKRABORTY

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CAREER OBJECTIVE

To associate myself with an organization, where there is a competitive environment and scope to up gradation of my skills, development of the self and organisation.

EDUCATION

Electronics & Telecommunication engineering from The George Telegraph Training Institute 2017 with First Class.

NAME OF EXAMINATION	BOARD(COUNCIL/UNIVERSITY)	YEAR OF PASSING
10th	W. B. B. S. E	2008
12th	W. B. C. H. S. E	2010
DIPLOMA ENGINEERING (Advance electronics and telecommunication engineering)	G.T.T.I (NSDC)	2013 - 2017
GRADUATION (B.com)	HIMALAYAN UNIVERSITY(UGC APPROVED)	2019 (May)

PERSONAL PROFILE

- An astute leader with 9 years of experience in **Business Development, Sales, Service & Marketing**.
- Work Experience in Team Management, Key Account Management, Project Management, Strategic Account Management, Institutional, Corporate, Govt Institute Tenders, Rate contracts, Mass Markets and exhibiting Leader Ship Skills.
- Skilled in product management which encompasses market research, Market penetrations, corporate negotiations and Gained exposure on assigned markets.
- A proactive planner with experience in strategic planning/Marketing, market plan execution, account management, competitor and market analysis, etc.
- A proven track record of increasing revenues, establishing networks, streamlining workflow and creating a team work environment to enhance productivity innovatively.
- Distinction of exploring new markets for expanding businesses from scratch and streamlining operations.
- Sales and product availability forecasting.
- Finding new areas to penetrate and developing business.

PROFESSIONAL WORK EXPERIENCE

1. **TRISHUL SHALYA** (Clarity medical PVT LTD, MANMAN & BPL Distributor) as a **sales and service engineer** from *October 2016 – November 2019* *Looking Entire Govt. & private Business.*

Target customer- **Pulmo, Ortho & Diagnostic center.**

Location- **West Bengal**

2. **AUROLAB** from December 2019 - *August 2022* as a **Senior Sales & service engineer** for all *Ophthalmic Medical products such as Slit lamp, Phaco, Lasers, Auto Ref, Tonometer, vision chart, Chair unit*

Target Customers: Ophthalmologist

Looking entire- **West Bengal & North east**

3. **SANMA MEDINEERS** vision pvt ltd from September 2022 to August 2023 as an **Area Sales manager** for Ophthalmic and Neuro surgical microscope, Looking entire government & private sector.

Target customer- **Ophthalmologist & Neuro surgeon**

Location-: **WEST BENGAL, ODDISSA, CHATTISGARH, BHOPAL**

4. **MEDEKOM VENTURE PVT LTD (BAXTER welchallyn all India importer)** from September 2023 to October 2024 as an Area sales manager.

For Retinoscopy, ophthalmoscope, Otoscope, portable autoref, Slit lamp

Target customer- **Ophthalmologist & Optometrist**

Location – **West Bengal & North east**

5. **CHAKRABORTY SURGICAL** from November 2024 to Present as an **AREA SALES MANAGER.**

For all ophthalmic Medical equipments- Retinoscopy, ophthalmoscope, Otoscope, Slit lamp, autoref, keratometer, lensometer, phaco, Vision chart also Disposable item eye drape, Trolley sheet, gown, gloves.

Target customer- **Ophthalmologist & Optometrist**

Location- **west Bengal**

AREAS OF EXPERTISE

- ❖ **Strategic Planning:** Establishing corporate goals, short term and long term budgets and developing business plans for the achievement of these goals. Implementing strategy and activities consistent with overall aims and requirements of the organization.
- ❖ **Sales & Marketing:** Actively involved in business planning for business operations and analyzing the assessment of revenue potential in business opportunities. Conceptualizing and implementing competent strategies to accomplish the desired sales target to meet top line and bottom-line profitability.
- ❖ **Business Development/ Key Account Management:** Initiating and developing relationships with key decision makers in target organizations. Identifying prospective clients from various, generate business from the existing, and thereby achieve business targets. Planning & implementing sales promotional strategies, advertising campaigns & seminars for business development & brand visibility.

- ❖ **Product Management:** Conducting competitor analysis by keeping abreast of market trends and competitor moves to gather product specifications. Utilizing the public information and personal network to develop products.
- ❖ **Distributor/ Channel Management:** Inventory management as per the requirement of the stock by considering the sales and stock forecast (Sales Trend).
- ❖ **Logistic Management:** Product sales and stock forecasting and Inventory Management. Product availability right from C&F to end user.
- ❖ **Institutional Tenders and Negotiation Skills:** Identifying the required product of the Institution and quote accordingly with unique technical specification. Identifying the key person, who can influence the product entry. Working very closely with the decision makers, channel partners and purchase committee of the institution.
- ❖ **Leadership Skills:** Being a Team Leader for the West Bengal Cluster I make sure on achieving the team goals in both target and behavior as well, helping team in developing market, providing suggestions as and when it requires for the team members to overcome the situations in all the aspects of Knowledge sharing, Customer assessment and negotiation.
- ❖ **Training:** Training, mentoring, coaching to team maintaining health atmosphere and motivating team towards organisational goals
- ❖ **Reporting:** Reporting to Regional Manager or National Manager.

TECHNICAL QUALIFICATION

Complete three years three months Advance Electronics and Telecommunication Engineering course from The George Telegraph Training Institute.

COMPUTER PROFICIENCY

- Advance MS Office.

PERSONAL DETAILS

- Father's name – Samar Chakraborty
- Date of Birth – 24th April, 1991
- Nationality – Indian
- Religion – Hindu
- Caste – General
- Sex – Male
- Marital Status – Married
- Hobby/Interest - Listening Music
- Language known –

	SPEAK	WRITE	READ
ENG	Yes	Yes	Yes
HIND	Yes	No	No
BENG	Yes	Yes	Yes

DECLARATION

I do hereby declare that the information furnished by me is true to the best of my knowledge and belief.

DATE: 28.04.2025

PLACE: Kolkata

SIGNATURE