

Curriculum Vitae

Name: SUMIT KARMAKAR

Residence

House No: 12, Bye Lane: Namghar path
Dhirenpara Raghunath path, Guwahati-25.
Email ID:karmakarsumit34@gmail.com
Phone: 9101249210/9957938134.



Career Objectives:

- To become a successful in career in a growing organization so that I can grow with the organization with hard work and dedication.

Organizational Experience:

- Presently working in **SIRMAXO chemicals pvt Ltd** as Area sales manager(ASM)Dealing with **infection control product** from October 2021 to till date.

Current job responsibilities

- sales and promotion of infection control product like surface disinfection ,instrument disinfection , hand rub and scrub to end customer who are microbiologist , housekeeping incharge , hospital purchase department , and hospital management .

current job Achievement

- Achieved budget by 130% in 2023-24 with 40 % growth.
- Established new product with hug success in Assam, Shillong .
- Coordinate with customer and to maintain favorable customer relationship.

Previous Organisation

- Worked in **India Medtronic Pvt. Ltd.** as Customer Sales Representative (CSR) dealing with **Endo Mechanical and intelligent devices (EMID Division)** under **Minimal invasive therapies Group (MITG)** From October 2017 to 2021.

Previous Job Responsibility

- Sales and promotion of EMID range of products like surgical staplers to end customers who are GI surgeon, Onco surgeon, General surgeon, Gynaecologist and Urologists.
- Attend OT to guide surgeon for product application.

- **Conducting** academic programs like PACE program, In-service program (ISP), Conferences, Workshop and patient awareness programs.
- KOL and Channel Partner Management.

Previous job Achievement

- Consistently Increased revenue since my joining in double digit growth and business grew from 25L to 70L.
- Increased revenues from account like Apollo hospital ,Guwahati and being able to get a revenue of 2 to 3 lacs per month
- Achieved 110% I FY19, 105% in FY20 and 100% in FY 21.
- Converted one of leading Laparoscopic Surgeon DR.ELBERTH KHAANTE for our premium product.
- Created new customers in my working territory like Dr Rajen Sarma from Dispur *Hospital, Dr Ilius Ali from Global Hospital, Dr Ajit Bora from Nagaon, Dr Oijung Kumutfrom Itanagar, Dr Anil Barua from GNRC to mention some of them.
- To give timely training and guide the distributor sales boys.

Educational Qualification:

| Examination | Board/university | Year of passing |
|-------------|---------------------|-----------------|
| HSLC | SEBA | 2009 |
| HSSLC | AHSEC | 2011 |
| B.COM | GUWAHATI UNIVERSITY | 2016 |

Computer knowledge:

- Basic Knowledge of Computer (MS Word, MS Excel, MS PowerPoint).
- Basic Knowledge of Computer Hardware (Hardware Concept, Computer Architecture, Card Level, Troubleshooting, Maintenance of PC, Installation of different operating system, hardware for networking).
- Tally ERP 9.0 & 7.2

ATTRIBUTES:

- Strong communication, interpersonal and learning skills
- Quick learner and Self-motivated
- Friendly behaviour, Honest and hard working dedicated person.
- Strength in problem solving, coordination and analytical skills.
- Ability to work under pressure and manage change with ease.
- Good management skills

Personal Details:

Father's Name: Lt. Santosh Karmakar.
Mother's Name: Smt. Moni Karmakar.
Date of Birth: 05-09-1992
Sex: Male
Nationality: Indian
Religion: Hinduism
Marital Status: Unmarried
Language Known: English, Hindi, Assamese, Bengali.

Permanent Address: House No: 12, Bye Lane Namghar path

Dhirenpara Raghunath path

P.O - Dhirenpara

Pin- 781025

Dist- Kamrup (M)

State- Assam

Hobbies:

- Surfing on internet, Listening Music, playing cricket, interacting with people.

Declaration

I do hereby declare that all the information given above are true to the best of my knowledge and belief.

Date- 16/05/2024

Place- Guwahati

Sumit karmakar

(Signature)