

# KUNAL SAHA

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## Summary

Experienced Sourcing Manager with robust background in project management, financial analysis, and strategic planning. Possess strong analytical skills, adept at identifying trends and making data-driven decisions that drive business growth. Made significant contributions to team performance and client relationships through exceptional communication skills and proactive problem-solving approach. Skilled in fostering collaboration and ensuring the seamless execution of complex projects.

## Skills

- Training and mentoring
- Management Support
- Data Entry
- Research abilities
- Work Planning and Prioritization
- Time Management

## Experience

**Assistant Manager-Channel Sales.**  
Rama Group India Developer.

Nov 2024 to Current

- Worked in Projects - Rama Metrolife(G.O.A.T) Tathawade and Rama Celestial City Phase 2 Ravet.
- Developed and expanded network while fostering relationships with diverse channel partners to drive sales growth
- Established and maintained strong alliances with committed channel partners for successful project implementation.
- Enhanced foot traffic and site visits by delivering comprehensive training programs to potential channel partners at the assigned projects
- Experience in handling 70+ walk-ins and booking active channel partners
- Conducted analysis of CP's previous launch performance to optimize business outcomes.
- Achieved increased business with a global reach by attracting and serving international customers using RCP.
- Executed outreach strategy to engage potential channel partners and launch marketing campaigns for projects

**Senior Associate (Sourcing Manager)**  
Anarock Residential Pvt. Ltd. – Pune

Nov 2022 to Nov 2024

- Developed and expanded network while fostering relationships with diverse channel partners to drive sales growth
- Established and maintained strong alliances with committed channel partners for successful project implementation.
- Enhanced foot traffic and site visits by delivering comprehensive training programs to potential channel partners at the assigned projects
- Experience in handling 120+ channel partners (RCPs) during launch
- Generated revenue by successfully selling 110+ units using RCP
- Experience in handling 60+ walk-ins and booking active channel partners
- Conducted analysis of CP's previous launch performance to optimize business outcomes.

- Achieved increased business with a global reach by attracting and serving international customers using RCP.
- Executed outreach strategy to engage potential channel partners and launch marketing campaigns for projects
- Experienced in handling projects with well-established developers like Kolte Patil Developers Limited(Life Republic,Little Earth), Shapoorji Pallonji,Mantra Burgundy 1 Residences.

## Education

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<b>Bachelor of Science, Zoology, Honours</b> North Bengal University – Siliguri	Oct 2020
• Percentage: 66% • Board: University	
<b>Higher Secondary, Science</b> Delhi Public School – Siliguri	Apr 2015
• Percentage: 74% • Board: CBSE	
<b>Senior Secondary, All</b> Dawn Boarding School – Siliguri	Apr 2013
• Percentage: 76.8% • Board: ICSE	

## Certifications

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- Digital Marketing Certification Course
- Participated in Inter-school competition

## Accomplishments

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- Amongst the highest revenue for the fiscal year.
- Amongst the maximum number of deals for the fiscal year.

## Languages

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<b>Hindi:</b> First Language	
<b>English:</b>	B2
Upper Intermediate (B2)	
<b>Bengali:</b>	B2
Upper Intermediate (B2)	