



Taniya Dey

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EDUCATION SUMMARY

Degree Certificate	Stream Specialization	Name of Institution & Board University	YOP	Percentage
PGDM	Marketing	Ramachandran International Institute of Management (RIIM), Pune	2024	74
BA	Journalism & Mass-com	BRSNC, Barrackpore, WB (State University)	2021	69.40
Higher Secondary	Science	Barrackpore Girls' High School, Barrackpore, WB (WBCHSE)	2018	62.4
Senior Secondary	All	Barrackpore Girls' High School, Barrackpore, WB (WBBSE)	2016	74.85

WORK EXPERIENCE

Organization: Kumar World (Kumar Properties & Promoters)

Duration: Feb 2025- Nov 2025

Project Title: Closing Manager

Designation: Sr. Sales Executive

Task Undertaken and Learnings:

- Coordinating with clients, sales teams, and other stakeholders.
- Ensuring smooth transaction closure.
- Managing documentation, paperwork, and compliance.
- Facilitating payments, negotiations, and agreements.
- Communicating with clients, updating them on progress.
- Resolving issues, addressing concerns.
- Meeting sales targets, performance metrics.

Organization: Aura Excellente Real Infracon PVT.LTD.

Duration: Oct 2023- Dec 2024

Project Title: Business Developer for the purpose of sales

Designation: Business Development Associate

Tasks Undertaken and Learnings:

- Focus on the West Market in Pune
- Generate Leads of Luxury Property
- Converting leads into Clients
- Team Handling
- Fulfilling Client's Need
- Provide after Sales Service
- Generate referral intakes
- Maintain Good Relationship with the Builder

INTERNSHIPS & PROJECTS**POST GRADUATION INTERNSHIP****Organization: Absolute Reports PVT.LTD.****Duration: 3 Months****Project Title: Client acquisition and re targeting for the purpose of sales****Tasks Undertaken and Learnings:**

- Focus on E-mail Marketing
- Generate Leads
- Converting leads into Clients
- Analysis of Data and segmenting Target Audience
- Quality Management
- Flexibility

CERTIFICATIONS & TRAINING

Business Analytics (40 Hours)

Sales And Negotiation Skills (30 Hours)

Digital Marketing (30 Hours)

EXTRA-CURRICULAR ACTIVITIES

- 1st Runners Up At B-Plan Competition 2023(College Fest)
- Attend Edu-youth Meet
- Hosted Induction Programme in College
- Part Of an Animal NGO in My Hometown
- Published 3 E- Magazine During Graduation & Donated Collected Funds to The NGOs

PERSONAL DETAILS

Date of Birth :26th June 1999
Languages Known : English, Hindi, Bengali
Home Town : Barrackpore, West Bengal