

CURRICULUM VITAE



SHANTANU SAHA

P.O.: Noagaonkrishnanagar, Agartala

Mobile:7005650664

State: Tripura(w)Pin - 799006

Email:shantanu.saha.2012@gmail.com

Career Objectives:

To establish myself successfully in this competitive world by securing a job where I can contribute my skill, efficiency and knowledge which will provide me opportunity to grow, to learn, to create and also to serve.

Qualifications:

- **M. Pharma**(pharmaceutical chemistry) from SRM College of pharmacy, SRM University, Chennai in 2012 scoring CGPA 8 points.
- **B. Pharma** from Regional institute of pharmaceutical science and technology, Agartala in 2009 scoring 75.42% marks.
- **Senior sec.** from Prachyabharati higher secondary school, T.B.S.E (Tripura) in 2005 scoring 58.7% marks
- **High school** from Noagaonkrishnanagar high school, T.B.S.E (Tripura) in 2003 scoring 70% marks.

WORK EXPERIENCE:-

A) Worked in Franco Indian Pharmaceutical Pvt Ltd. (Diabetix division) as Professional Sales Officer from July 2012 to October 2012. Location – Agartala.

Key Responsibilities:

- Organising appointments and meetings with community- and hospital-based healthcare staff
- Identifying and establishing new business
- Negotiating contracts
- Demonstrating or presenting products to healthcare staff including doctors, nurses and pharmacists
- Undertaking relevant research
- Meeting both the business and scientific needs of healthcare professionals
- Maintaining detailed records
- Attending and organising trade exhibitions, conferences and meetings
- Managing budgets
- Reviewing sales performance
- Writing reports and other documents

B) Worked in LUPIN LTD (RESPIRA DIVISION) as marketing executive since November 2012 to March 2014. Location – Agartala.

Key Responsibilities:

- Organising appointments and meetings with community- and hospital-based healthcare staff
- Identifying and establishing new business
- Negotiating contracts
- Demonstrating or presenting products to healthcare staff including doctors, nurses and pharmacists
- Undertaking relevant research
- Meeting both the business and scientific needs of healthcare professionals
- Maintaining detailed records
- Attending and organising trade exhibitions, conferences and meetings
- Managing budgets
- Reviewing sales performance
- Writing reports and other documents

Achievements:

1. Achieved month on month sales target with at least 10% growth.
2. Achieved one Star Club membership for highest achievement in India in the particular division.

C) Worked in DR.REDDYS LABS (Zenura 2) as professional sales representative since April 2014 to 31st March 2017. Location - Agartala

Key Responsibilities:

- Organising appointments and meetings with community- and hospital-based healthcare staff
- Identifying and establishing new business
- Negotiating contracts
- Demonstrating or presenting products to healthcare staff including doctors, nurses and pharmacists
- Undertaking relevant research
- Meeting both the business and scientific needs of healthcare professionals
- Maintaining detailed records
- Attending and organising trade exhibitions, conferences and meetings
- Managing budgets
- Reviewing sales performance
- Writing reports and other documents

Achievements:

1. Achieved best PSR award one time on June 2014(Q1) in the Patna region.
2. 4 certificates achieved for the Best PSR in doing Roshni Diabetes Detection Camp in the region.

D) Worked in Tianjin Tianshi India Pvt. Ltd. as Product Trainer & BDM since 3rd July 2017 to 7th February 2019. Location – Agartala/Aizwal/Dimapur/ Guwahati

Key Responsibilities:

- Conduct product trainings and organize Open Plan Presentation(OPP) and Business Building Seminar(BBS)
- Provide consultation related to product and health knowledge to distributors
- Make product training materials

- Conduct product training and demonstration for all products
- Organize training workshops to enhance the skills of distributors
- Conduct request training sessions on a special demand by the distributors.
- To be responsible for a region of cities to impart product training to the distributors
- Develop product presentation and leadership skills for the correct and best uses of the products
- Prepare and Schedule monthly training calendar along with the branch manager
- Conduct regular training schedules.

Achievements:

1. As a Product Trainer achieved Level 1 Certification of Direct Selling trainer and Acupressure Trainer certificate.
2. As a BDM I helped for the setup of 2 different Franchisee in Aizwal & Dimapur under the Agartala Branch. Helped them with the Direct selling training and growth of their business,
3. 50% sales growth I had achieved as a BDM in Agartala.

E) Now Working in KKrowten India Enterprises Pvt. Ltd. as Business Development Manager since 11th February 2019 to till date. Location- Agartala/Silchar/Aizwal/Imphal

Key Responsibilities:

- Communicate and build a strong relationship with distributor leaders from 5% to Sales Manager Level within the state.
- Coordinate closely with the H.O. BDMs to ensure that specific LOS and their businesses are supported.
- Thorough knowledge of Compensation-plan.
- Develop, direct and coordinate all activities of the Consultant services to ensure growth in market share along with the team.
- Plan activities and assist the Pin levels in purview to realize their maximum potential. Oversee that approved policies and objectives are fully understood by the pin levels.
- Participate in scheduled meetings held throughout the market to meet directly with Distributors to emphasize personal attention.
- Represent and support KKrowten at meetings/rallies, special events and merchandising programs along with the team.
- Serve as an advocate of Distributors within the Company and ensure staff understands the importance of Leaders relationship with the company.
- Ensure effective working relationship with Marketing, Training Commercial, consumers, vendors.

- Work with the Marketing Manager, and DCS personnel to ensure appropriate and good quality support materials are available for Distributors and consumers.
- Travel throughout the state as well as consider frequent work on weekends.
- Totally responsible for state revenue generation along with the team.
- Appointing new leaders and increase the business within the state.

Achievements:

1. Agartala & Silchar market is new for the company and I have generated 5 lacs business average per month in last 6 months by appointing good distributors.
2. Imphal & Aizwal also new market but with some little sales, I have done 20% growth in terms of sales and new distributor acquisition.

Personal Profile:

Father s Name: Late Jahar Lal Saha

Marital Status: Married

Sex: : Male

Nationality : Indian

D.O.B : 01/05/1987

Language Speak: English, Hindi, Bengali

CO – CURRICULAR ACTIVITIES:

I have taken part in different events in my college like sports, role in play, saraswati puja.

HOBBIES/INTERESTS:

I do not have any particular hobby but I love to play table tennis, carrom board, cricket, and I love to chat with my friends in my leisure time and I love to do studies also.

DECLARATION

I do here by confirm that the information given above is true to the best of my knowledge and belief.

DATE:

PLACE:

SHANTANU SAHA