



CONTACT

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EDUCATION

1990 - 2000
ICSC (Class 10th)
ST PAUL'S MISSION
SCHOOL, KOLKATA

2012 -2014
ISC (Class 12th)
INSTITUTION OF
INFORMATION TECHNOLOGY
AND MANAGEMENT,
KOLKATA

2015 - 2017
Bachelor of Arts
CHHATRAPATI SHAHU JI
MAHARAJ UNIVERSITY,
KANPUR

SKILLS

- Retail Sale Management
- Purchase Operations
- Cash Handling
- Customer Relationship
- Business Development
- Staff Management
- Project Management
- Sales & Marketing

LANGUAGES

- English
- Hindi
- Bengali

SOMNATH DEY

BUSINESS DEVELOPMENT MANAGER

PROFILE

A self-motivated professional with over 24 years of experience in Tourism, Retail Store, Real Estate and Pathology sector. Handling Marketing in Tourism, Sales in Retail & Wholesale Garment Store, Real Estate Property buying and selling & Medical Pathology sector. Hands on experience in dealing with a vast array of customers. Helping customers in making selections by building customer confidence offering suggestions and opinions. Proficient in handling day to day activities of the store for smooth operations. Ability to lead, coach & motivate individuals and team members.

WORK EXPERIENCE

FREELANCER WORK from April 2018 till now
Kolkata, West Bengal. India

- Working as a Real Estate Sales Executive in Kolkata
- Working as a HR Recruitment in Careerup Management Service in Kolkata
- Working as a Educational Consultant in Kolkata

SUPERVISOR from August 2020 to March 2024
Dr Lal Path labs CC Namita Health Care
Kolkata, West Bengal, India

RESPONSIBILITIES

- Handling Patient with care.
- Handling 10 staffs and supervising them.
- Bills generating and Cash dealing.
- Marketing for Sales to increase.
- Maintaining the stock.
- Giving feedback to managers of parent company in the safety and suggests to improve in the smooth working conditions, methods, procedures etc
- Acts quickly and decisively able to make tough calls

SALES REPRESENTATIVE from April 2000 - July 2018
SUNNY WING
Kolkata, West Bengal, India

RESPONSIBILITIES

- Handled 25 staffs' members, responsible for managing the accounting, cash handling and discipline maintenance of sales team.
- Built and maintained good relationships with new and existing suppliers.
- Imparted training to the store staff and motivated the employees.
- Maintained healthy relationship within the team members.
- Helping customers, maintained in-store stock and processing of payments.
- Prepared and maintained sales record on a daily basis.
- Responsible for restocking empty shelves and racks, taking inventory and marking price tags.
- Assisting the new sales man with day to day functioning of the store.
- Looked after section of Gents, Ladies and Kids of Retail garments counter.