

SHANKAR BISWAS



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OBJECTIVES:- To develop my career in a an Organisation where I'll be a valuable team member contributing positive ideas and quality of work and there is an ample scope for individual as well as Organisational growth also I want to go higher position of this company through my hard work and efficiency.

Work Experience:- Total Experience 18 yrs

1:- worked as a Medical Representative at Siliguri in *Systopic Lab.* from 2002 July to 2004 May.

2:- 2 yrs as a Medical Rep in *Unichem Lab in Siliguri* from June 2004 to May 2006.

3:- 8 Yrs Exp. as a Sales Officer in *The Himalaya Drug Co in Siliguri* covering Sikkim, Bhutan, Coochbehar, Alipurduar & Darjeeling Dist with *Himalaya Babycare Products.*

4:- 2 Yrs Exp. as a Regional Manager in *The Himalaya Drug Co* for covering Entire North Bengal, Sikkim & Bhutan Country from 2014 June to 2016 May with *Himalaya Babycare Products.*

5:- 4 Yrs Exp. as a Zonal Manager covering entire West Bengal, Odisha, North East , Nepal & Bhutan Country from 2016 June to 31st Dec '20 with *Himalaya Babycare Products.*

6: Recently Joined as ZSM East Zone including Bhutan & Andaman n Nicobar with Me N Moms (Mee Mee) on 4th Jan '21 and when I joined Mee Mee at that time the Avg Sale per Month is 1.10 Cr from Apr '20 to Dec '20 and After My joining Jan '21 to Mar '21 Avg Sale is 1.35 Cr and Received Best Performance Award in Pan India form Qtr-4

Job responsibility:-

- 1:- Work with Regional managers closely to develop full potential through consistent coaching, mentoring and feedback
- 2:- Promoting and creating demand rising growth for world class Baby care products.
- 3:- Achieving revenue budget maximise sale for my territory, inline with company strategy.
- 4:- Provides timely feedback to senior management regarding performance
- 5:- Responsible for the performance and development of the Sales Consultants
- 6:- Plan, develop and execute sales strategies tailored to potential clients, and keep informed on competitive services and pricing
- 7:- Maintains accurate records (Distributor sales, and Team activity reports) to effectively manage the performance of the Sales Consultants
- 8:- Work with your Sales Team to stimulate new ideas as it relates to selling techniques, advertising and effective market penetration
- 9:- Analyse account profitability
- 10:- Conducts one-on-one review with all Sales Consultants to build more effective communications, to understand training and development needs, and to provide insight for the improvement of Sales Consultant's sales and activity performance
- 11:- Recruits, tests, and hires Sales Consultants based on criteria agreed upon by senior management
- 12:- Regularly update team on company, region product strategies & customer insights
- 13:- Visiting CFA's , distributors, chemists, institution, wholesales, departmental stores, MT & EMT, consumer parties, nursing home , Corporate Hospitals and other customers. Appointing distributors, Super stockists, sub distributor and developing the all distribution Chanel also developed Rural and Urban area distribution.

In the assigned territory identifying business professionals and manage resources to exploit opportunity.

Implementing the field action as regular to achieve the target and sales budget.

Organising DMP, CAMP, DTP, NEP & Identifying new customers market within the territory and progressing the business.

TEAM :- Maintain a Team of 10 RM , 7 BDM, 20-SO, 20 SP & 50 ISR in Himalaya Babycare

TEAM:- Maintain a Team of 5 -ASM, 1-ASE, 30-SO & 4-SSO in Me N Moms (Mee Mee)

Responsibility:-

1:- Giving first line job direction to them and motivate them to achieve their goals and implementing companies strategy.

2:- Motivating them and developing them and also identifying the actual needs of each and every team member .

Personal Achievement In Himalaya Babycare Division:-

1. **Nov'09 :-** Received **All India Baby-Star Campaign Excellence Award** for Hero of the Campaign
2. **Q1 2010:-** Received **King Club Platinum Award** for Outstanding All India Sales Performance
3. **Q3 2010:-** Received **King Club Platinum Award** for Outstanding All India Sales Performance
4. **Feb'2010:-** Received Certificate for Star of the Month
5. **Mar'2010:-** Received Certificate for Star of the Month
6. **Jul'2010:-** Received **King Club Platinum Award** for Outstanding All India Sales
7. **Oct'2010:-** Received **King Club Platinum Award** for Outstanding All India Sales
8. **Apr'2011:-** Received **Dabang Champion Award** for Best performance
9. **July'2011:-** Received **Dabang Champion Award** for Best performance
10. **Dec'2011:-** Received **King Club Platinum Award** for Outstanding All India Sales
11. **Nov'2011:-** Received National Champion Award in **Dhoom Machale-1** Campaign
12. **Jan'2011:-** Received National Champion Award in **Dhoom Machale-2** Campaign
13. **Year 2011. 1st Qtr:-** Received Creative Excellence Award for **Rang De India Campaign**
14. **Go Allout Campaign:-** Received **CEO Excellence Award** for Best Achiever in Qtr-3 in all India from period Oct'11 to Dec'11
15. **Go Allout Campaign:-** Received **CEO Excellence Award** for Best Achiever in Qtr-3 in all India from period Oct'12 to Dec'12

16. Apr'12 to Dec'13:- Received **Superstar Award** for Outstanding Sales Performance

17. Yr 2014-15:-Received **Super Champion Best Award** Regional Manager Category

18. Yr 2016-17:-Received **Super Champion Best Award** Zonal Manager Category

19. Yr 2017-18:-Received **Super Champion Best Award** Zonal Manager Category

20. Yr 2018-19:-Received **Super Champion Best Award** Zonal Manager Category

21. Yr 2019-20:-Received **Super Champion Best Award** Zonal Manager Category

22. Yr 2020-21:- Received **Best Zone Award in Me N Moms (Mee Mee)** in 4th Qtr-2021

Educational Qualification:-

EDUCATION QUALIFICATION DETAILS				
S.NO	College / School	University / Board	Year	% of Marks
1	Xth Class	CBSE	1997	57%
2	XII th Class	CBSE	1999	52%
3	Graduation	NBU	2002	63%
4	MBA	PTU	2009	73%

Personal Profile :-

Father's Name :- NIRMAL KUMAR BISWAS

Date Of Birth :- 03/06/1981

Language Known :- English, Bengali, Hindi & NEPALI And Understand Assamese & Odia

Special Interest :- Traveling, Reading, Making Friendship.

Skill: - To work in a challenging and dynamic environment and keep adding value to the organisation which I represent and serve to myself, while constantly upgrading my skills and knowledge And competency level, I want to apply my competency level every sales call.

Signature: SHANKAR BISWAS

Date:- 08-07-2021