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SEEMANTA CHAKRABARTI

Introduction

- Working as a SSR and ASE for last 21 years
- An honest, energetic & team person
- Have fair understanding of growth drivers & processes
- Looking for learning & career enhancing opportunities in the field of Sales & Distribution industries

Academics

- **Dinabandhu Andrews College - 1995- 46% Calcutta University**
- **XII from Kendriya Vidyalaya-1992- 58%**
- **X from Navrachana Higher Secondary School - 1989 - 65%**

Skills

- **Computer : Word, Excel & Power Point**
- **Communication : English, Bengali & Hindi**

Current employment

- **Presently working in Emami Ltd. since April, 2012 as an Area Sales Executive & Sales Promotional Executive**
- **Area : Kolkata Metro**

Seeking an appropriate change in FMCG/Sales and Distribution industry

Employment history

Company	Designation	Area	From	To
Mahavir Spinning Mills Ltd.	Senior Sales Representative, Sales Supervisor	Kolkata Metro	Mar-98	Dec-04
Hindustan Unilever Limited	Territory Sales Officer	Kolkata Metro, South Bihar	Jan-05	Mar-09
Sistema Shyam Teleservices Ltd.	Senior Sales Specialist	Kolkata Metro	Apr-09	Apr-12

Key deliverables

- **Deliver annual business plan (Secondary and Primary)**
- **Achieve distribution and coverage goals**
- **Deliver In-Market execution for key activities**
- **Lead team for width of achievement and field productivity**
- **Maintain business processes and hygiene**

Interests

**Football
Travelling**

Experience

**** Willing to be located anywhere**

- **Worked both in Urban and Rural Areas handing distribution both for core Urban retail/big WS markets as well developing extreme rural channels/Implemented sales automation process from manual system both in case of DMS and order taking in the market**
- **Exposure in handling trade marketing inputs and activities for gaining and increasing sales**

Personal info

DOB : 1st September, 1973
Father's name : Lt. Sankarananda Chakrabarti
6, Pranabananda Road
Garia
Kolkata - 700 084

Achievements