

Chandan Sengupta

MEDIA SALES - TERRITORY MANAGER

Experience

Abp Pvt Ltd |Circulation Executive

2014-Present

- Channel sales management.
- Distributor supervising.
- New agency recruitment.
- Territory circulation supervising (south west bengal).
- CRM, SAP use for report generation.
- Business analysis.
- Event management.
- · Product analysis.
- Schemes and offers launching

2010-2014

MakeMyTripIndia(Pvt) Ltd | Sales Executive

- Product development.
- Amadeus, crm, sap, platform usage.
- Mice tour bookings, corporate tour handling.
- Road shows, trade fairs organizing.
- Worked towards brand awareness development.
- Counter sales.
- Supplier co-ordination.
- Hotel and transportation agency tie ups.
 2008-2010

Joy Travels | Tour executive

- Tour operation.
- Itinerary build up.
- Product development.
- Corporate sales.
- Counter sales.
- Supplier co-ordination.

Profile

Phone +917044083275

Email chndnsngpt@gmail.com

Address 71 , S V sarani , Italgacha

Kolkata - 700079

Projects

Toursim trade fairs and Summer Road shows 2010,11,12, MakeMyTrip(Ind)Pvt.Ltd 13

Handled all walk in queries with spot bookings and post fair conversions at a average of 18%

The Telegraph Hand-in - Winter Hand 2014,15, Abp Pvt Ltd

Handled and co-organised the largest apartment subscription activity across kolkata and ensured satisfaction for both client (sponsors) and consumers end.

Business analysis of Summer, prepright.in 2017

Completed business analysis of the organisation ,both on page and off page SEO done with proper keyword search.

Business analysis of Summer , cyborgservices.in 2017

Completed business analysis of the organisation ,both on page and off page SEO done with proper keyword search.

Education

MBA - Sales and marketing 2011-Sikim manipal university

Attended the 2011 batch and scored above 8.0 CGPA in first three semester

Bachelor in Travel and Toursim 2005-2008
Management
George College

Graduated with a cumulative GPA of 8.04

High school graduation (10+2) 2003-2005 Dum Dum Airport High School

Graduated with 52%

High school graduation (10th)

Dum Dum Airport High School

Graduated with 78%.

Awarded the distinction in biology.

skills

- Works well under pressure.
- Timely payment collections.
- Super vendor/distributor coordination
- Adaptability in both indoor and outdoor sales.
- Marketing strategy development.
- Product in depth study.
- Business analysis.
- SWOT analysis.
- Self-starter.
- Budgeting.
- Follow –up.
- Fast learner.
- Excellent channel sales
- expertise.
- Excellent PR skills.
- Skilled multi-tasker.
- Deadline-driven.

- Microsoft Office.
- Social Media Marketing.
- Search engine optimization (On page – Off page)
- Mobile marketing.
- Email marketing.
- Google ad words.
- Wordpress ,magento operation.
- CRM knowledge.
- Navision knowledge.
- SAP knowledge.
- Business web analysis, Product web analysis.
- Amadeus platform using.

Awards

Rising star of the month April - 2011

Awarded by makemytrip.com for highest growth in sales across branches

Trade fair Champion July - 2011, 12, 13

Awarded for highest number of bookings in trade fairs

Certification

DITA - diploma in information 2009 technology YMCA

Completed advanced it course inclusive of ms office, doc and visual basic.

Advanced Digital Marketing 2017
7Boats infosystem pvt ltd

Pursuing the advanced digital marketing course consisting of SEO , Google analytics , Social media marketing etc.