



# 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

**MakeMyTripIndia(Pvt) Ltd | Sales  
Executive** **2010-2014**

- 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

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Kolkata - 700079

## Projects

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

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

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

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

**Business analysis of  
prepright.in** **Summer ,  
2017**

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

**Business analysis of  
cyborgservices.in** **Summer ,  
2017**

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

