

TANMOY KONER
KOLKATA
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OBJECTIVE

To work effectively as a part of creative team for innovating my ideas, concept to enhance my knowledge and achieve a challenging Position in career to do better for origination and human kind

PROFILE SUMMARY

- A professional with 13+ years of experience in SALES MARKETING in Automobile Equipment industry
- Currently working with Snap-on Tools & Equipments, Kolkata as a Area Sales Manager – Westbengal, Sikkim, & Orissa
- Formulating schemes, for developing new customers thus enhancing revenue, business. Planning, competitive, Analysis, logistics, market support for new product development.
- Expertise in exceeding sales revenues and developing profitable business relations with clients
- Skilled in taking process improvement & cost reduction initiatives and implementing quality systems to enhance the operational efficiency.
- Possesses excellent analytical and problem solving, Crisis management skill.

SKILL

Strong adaption power, hardworking capacity, loyal decision making ability, good communication power and has a leading capacity

MOTIVATION FACTOR

Job enrichment, independent responsibility & remuneration

STRATEGIC FOCUS:

Maximization of organization growth & customer satisfaction

ORGANISATIONAL EXPERIENCE

Currently working with **SNAP-ON TOOLS & EQUIPMENT** (Third part Payroll-from August 2017) as a Area Manager – West Bengal, Sikkim & Orissa

Achieving 100% Sales Target, through Dealer(Reseller network). Monitoring the enquiry generation process of Reseller. Focusing on all segment of business. Guiding the Reseller to visit existing customers & dealerships to collect enquiries for repeat orders and expansions.

Collect LOIs from Corporates; pass on the LOIs to Reseller and hand-hold them to close the corporate orders. Reviewing the status of enquiries / LOIs with Reseller and driving them to cover all segments.

Wherever the Reseller are facing Price Competition, guiding the Reseller on discounts, incentive schemes and helping them to close the deal with mutual benefits. Imparting product & technical knowledge to the Reseller & their Sales Engineers to promote the sale of Premium products / models and ensure profitability..

Maintain relationship with Corporate Regional Managers / Area Sales Managers through social engagements as per the “Corporate Relation”. Ensure resolving customer complaint within 48 hours. Identify the reasons for delayed service, if any and eliminate the root-cause. Confirm & periodically audit the equipment & spares stock availability with the Reseller.

Promoting ‘Stock & Sell’ operation to the Reseller. Ensure collection of pending Payment within due date. Ensuring any manpower vacancy take immediate action for filled up.

PREVIOUS EXPERIENCE

MANATEC ELECTRONICS PVT LTD (Jun2015 to July 2017) as a Area Sales Manager – West Bengal, Sikkim & Orissa.

Handling the sales operations through Dealer network(BA). Enquiry generation process, Corporate Relation, Collect LOIs from Corporate; pass on the LOIs to BAs and hand-hold them to close the corporate orders. Reviewing the status of enquiries / LOIs with BA and driving them to cover all segments. guiding the BAs on discounts, incentive schemes and helping them to close the deal with mutual benefits.

MADHUS GARAGE EQUIPMENTS PVT LTD.(December 2012) Kolkata as Assistant Manager (West Bengal)

Handling the sales operations of Crash Repairing System, Spot & MIG Welding, Dent Puller, Plasma Cutter, Wheel Aligner, Wheel Balancer, Tyre Changer, Nitrogen Inflator, 2-Post, 4-Post and Scissor Lift, etc. in West Bengal. Key customers like Hyundai, Maruti, Mahindra, Renault, Nissan, AUDI, BMW, VW, Honda, Ford, J.K. Tyre, Apollo, MRF, CEAT etc Giving training about operations of

various machines to technicians and service advisor. Collection of outstanding Payment, C form, etc.. Product performance reports generation. Corporate Presentation and communication.

MANATEC ELECTRONICS PVT LTD as a Deputy Manager – Marketing (West Bengal, Worked 6 Years}

PPCOT AUTOMOBILE PVT LTD (Oil additives Division) as a sales officer.(Assam and Orissa)

- Handling the sales operations of Oil additives in ASSAM & ORRISA.
- Driving a team to achieve their target, Key customers like Dealers of Tata motors, Hyundai, Maruti. Formulating Business, Order supply, new product launching Etc.

PRAGATI VALUE ADDED EMPLOYMENT SOLUTIONS PVT LTD,

As a Sales Associate Broad Band Business. (This is the 100% subsidiary company of Reliance Infocomm Limited)

Handling the sales operations of Broadband & Telephone connections (Kolkata).

PROJECT UNDERTAKEN:

Project Title: “Market position of **Grasim Cement** in Hooghly District” under of **ADITYA BIRLA GROUP**.

AREA OF INTEREST:

* SALES AND MARKETING **

PROFESSIONAL ACHIEVEMENT:

1. Awarded **Best Marketing Engineer on all India level for highest sales Performance** for 2nd quarter of the year 2007-2008 with an **achievement of 181%**.
2. Awarded **Best Marketing engineer on all India level** for the year 2007-08, 3rd quarter for giving minimum discount of 6 %.
3. Awarded “**Tackling the problem with Tax authorities**”.
4. Awarded **Best Marketing Engineer on all India level for highest sales Performance** for 3rd quarter of the year 2010-2011.
5. Awarded **Best Marketing Engineer for Eastern zone for highest sales Performance** year 2011-2012.

PROFESSIONAL QUALIFICATION:

▲ **Bachelor of Business Administration, (B.B.A)** specialization in Marketing from “**The University of Burdwan**”.

EDUCATIONAL QUALIFICATION:

▲ Passed **Madhyamik** from **West Bengal Board of Secondary Education**.

▲ Passed **H.S (10+2)** from **West Bengal Council of Higher Secondary Education**.

PROFESSIONAL TRAINING:

Marketing strategy & Customer Satisfaction at Hotel Hindustan, Kolkata under of NIS SPARTA

COMPUTER & EXTRA CURRICULAR ACTIVITIES:

Good working knowledge of computer application, MS-Office, Management Information System, and Internet.

PERSONAL DETAILS

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|----------------------|--------------------------|
| NAME : | MR.TANMOY KONER |
| FATHER’S NAME : | MR. B. KONER |
| DATE OF BIRTH : | 9TH JULY 1981 |
| SEX/MARITAL STATUS : | MALE / MARRIED |
| NATIONALITY : | INDIAN |
| RELIGION : | HINDU |
| LANGUAGE KNOWN : | Hindi, English & Bengali |

CURRENT CTC & EXPECTED CTC :

CURRENT CTC - *8 lack, (In Hand: 7.80)*. EXPECTED CTC - *9.50 lack*

JOINING: 30 Days

PREFERRED LOCATION: West Bengal / Kolkata

DECLARATION:

I consider myself familiar with **MANAGEMENT** aspects. I am also confident of my Ability to work in a team.

I, hereby, declare that the information given above is true to the best of my knowledge.

Place: Kolkata

(TANMOY KONER)