

RESUME **OF** **ANIRBAN MITRA**



Career Objective

To have a long , successful & professionally enriching career . Dedicated to work with full responsibility & professionally , leading to the attainment of organizational objectives . A teamplayer , career – oriented , ambitious , result & value driven with right attitude & passion .

About

A professional with diverse experience in Sales & Marketing , customer services & skill development with leading organizations .
A business leader with 14+ years of experience who have been instrumental in building organizations across sectors , spanning India .
As a business leader have strong astute implementation experience in stakeholder management , strategic partnerships , & client acquisitions .
Demonstrated capabilities in strategic planning and revenue maximization and resource management in a competitive environment

Personal Information

Name	: Anirban Mitra
Date of Birth	: 07-10-1987
Sex	: Male
Category	: General
Nationality	: Indian
Religion	: Hindu
Marital Status	: Married
State of Domicile	: West Bengal
Passport	: Available (Valid till 2029)

Details of Educational Qualification

Examination/Degree(s) Passed	Board / Council / University	Year of Passing	Class / Division	Institution (s) Attended
Post Graduation – M.Sc. in Museology	CU	2011	First	Calcutta University
Graduation-Botany (H)	CU	2009	Second	Calcutta University
H.S.C (Science)	W.B.C.H.S.E	2005	First	Jatindas Vidyamandir
S.S.C / Matriculation	W.B.B.S.E	2003	First	Ramakrishna Vivekananda Mission Vidyabhavana

Details of Working Experience

Name of the Organization	Designation/Position Held	Duration	Job Profile	Industry
OLX India Pvt Ltd	Senior Account Manager - Sales	06.11.2019 – Till date	Fire safety products sales – B2B	Internet- Fire Safety - Offline
Magic Bricks Realty Services Ltd – Times of India Group	Sales Account Manager -Assistant Manager	03.08.2015 - 04.11.2019	Digital advertisement subscription sales / space sales to Developers/Builders /Brokers/Marketing Agencies /Land owners & individual home owners Strategic Partnership/Alliance – B2B & B2C	Internet/ E-commerce – Real Estate
HDFC Standard Life Insurance Co Ltd	Sales Development Manager , Grade – J3 , Agency Channel	10.02.2011 – 31.07.2015	Building Agency / Channel sales by identifying & recruiting potential advisors , driving & achieving sales target by own team of advisors , managing & monitoring the performance of the team , attending sales calls fixed by advisors , Channel Sales , Distribution Sales (B2B , B2C & B2G)	BFSI

Current & Expected CTC

Current CTC – INR 4.25 LPA
Expected CTC – INR 5.50 LPA

Professional Achievement & Recognition

Award Achieved	Category	JFM 2017 STAR Target Achievement	Reward Status	Financial Year
Cancer Care Bonanza – Agency, HDFC Life	Front Line Sales Manager	NA	Multi Purpose D-Shaped Bag	2016 - 2017
Agency Roar-HDFC Life	Front Line Sales Manager	NA	Certificate of Achievement	2016 - 2017
SPC Mentorship Bonanza- HDFC Life	Front Line Sales Manager	155.42%	Reward Point 500	2016 - 2017

Achievement in Extra–Curricular Activities At Professional Level

Title	Financial Year	Zone	Region	Location
What'sApp Contest Winner ‘ Sparsh’2016	2016 - 2017	East	Bhubaneswar	Kolkata – Salt lake
Quiz Contest Winner – Value Session	2016 - 2017	East	Bhubaneswar	Kolkata – Salt lake

Contact Information

Garia Main Road , East Balia , Kolkata - 700084

Mobile – 7044704036

Email – anirbaneducation@gmail.com

Certification

I , the undersigned , hereby declare that all the facts given here are true to the best of my knowledge & belief .

Date :
