

ARNO CHATTERJEE

PROFILE INFO

Experienced Business Development Professional with a proven record of driving revenue growth through strategic planning and client management. Expert in identifying and capitalizing on new business opportunities. Adept at building strong relationships and executing innovative strategies, committed to delivering measurable results and fostering long-term business success in dynamic environments.

EXPERIENCE

PINE LABS

Retail Manager(Digital Payment)

Feb 2024 - Present

- Handling Team size of 5-6 FOS people those are getting paid by the third party pay role.
- Key role is too do the revenue from POS sale.
- Visit retail Merchant 10-15 on a daily basis brief them how we can increase the business of them through POS terminal.
- Negotiate deals, address concerns, and obtain agreements that lead to fruitful alliances.

ELITE ELEVATORS | KOLKATA

Sales Development Manager

Jan 2023 – Jan 2024

- Analyses and locate potential prospects in the target markets and sectors by using an array of tools and resources.
- Explain the privilege of Elevator products to potential customers and build a rapport by reaching out to them via calls, emails, and social media.
- Write strong, comprehensive proposals that describe the features, advantages, and deployment procedure of our Elevator services.
- Negotiate deals, address concerns, and obtain agreements that lead to fruitful alliances.

THINK & LEARN PVT LTD L KOLKATA

Business Development Manager

Dec 2021 - Nov 2022

- Construct and execute plans to bring in \$9cr in revenue. Analyses sales achievement data on a weekly, monthly, and annual basis to compare and comprehend the business's growth trajectory.
- over saw group of eleven BDAs ,keeping an eye on them and coming up with plans to maximize profits while enhancing performance.
- committed to bringing in new business, keeping hold of current clients, and keeping a pleasant relationship with them by putting their requirements first.
- In charge of organisation and carrying out profitable campaigns for the organisation.
- >> collaborated with various departments to develop captivating event concepts, oversaw finances and schedules, and made sure every event was executed flawlessly.

CONTACT

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EDUCATION

UTKAL UNIVERSITY

April 2011-March 2014

- Bachelor of Computer Application

SKILLS

- Communication
- Sales Strategy
- Negotiation
- Problem Solving
- Adaptability
- Data Analysis
- Active Listening
- Marketing Leadership

LANGUAGES

- English
- Bengali
- Hindi

ACHIVEMENT

2019-2021

Best employee of the year

THINK & LEARN PVT LTD L KOLKATA May 2020 - July 2021

Sn.Business Development Associate

- Employ methods for market research and analysis to identify potential customers in different Indian states.
- Achieved a yearly revenue generation of 97lacs,maintain RCN>0.89
- Develop and uphold connections with partners and clients, and work out and sign agreements for collaboration.
- Create and execute business strategies to meet organizational objectives.
- Organize and assist cross-disciplinary groups with leading business development tasks.

THINK & LEARN PVT LTD L KOLKATA Dec 2019- April 2020

Business Development Executive

- conduct client meetings to find and capitalise on new business opportunities and reach and surpass monthly, quarterly and yearly sales goals.

Indiabulls

Executive partner Management April 2018-Nov 2019

Used to visit the market and find out skilled people who are hungry to earn more money. Use to properly present about the pro and tell them about the benefits about it.

Vodafone

Territory Sales Manager April 2015-March 2018

B2B Segment where one individual has to handle the distributors for sim activation targets were given also with recharge targets and prepaid and postpaid activation. Onboarding new franchise partners for the mini store. Mpesa activation target with money transaction target also there.