



SOUMIK PRAMANICK

PERSONAL DETAILS

Sex: Male
Date of Birth: 26th March, 1991
Nationality: Indian
Marital Status: Married

CONTACT DETAILS

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Kadamtala, Howrah-711101

Area of Specialization: *Major – Marketing*
Minor - System

EDUCATIONAL QUALIFICATIONS~

<u>Examination</u>	<u>Year of passing</u>	<u>Institution</u>	<u>Board/ University</u>	<u>DGPA/ Percentage</u>
MBA	2017	Institute Of Engineering and Management, Salt Lake	W.B.U.T.	7.88
B-Tech (EE)	2013	College Of Engineering and Management, Kolaghat	W.B.U.T.	6.90
Higher Secondary	2009	Santragachi Kedarnath Institution	WBCHSE	73.20
Secondary	2007	Howrah Zilla School	WBBSE	68.50

WORK EXPERIENCE~

Organization : Knowteq Equipcare LLP
Designation : Marketing Executive
Experience in Months : 3 Months
Responsibilities Handled :

- Business development

Organization : AKA Logistics Pvt. Ltd.
Designation : Executive- Solar
Experience in Months : 25 Months
Responsibilities Handled :

- Project Management and Coordination of installation schedules & management of staffing to ensure on time completion across Kolkata and South 24 Pargana (39 sites under WBREDA 1000 School Project 10kWp each and 25 sites under WBREDA Alo Shree Project 10-50kWp each).
- Site visit for site survey, Installation and Commissioning, site testing, handover of the project, to resolve site execution problem, for preparing BOM and Costing etc.
- Invoice and Documentation for the project of WBREDA and follow up the payment.
- Vendor management- Planning for efficient vendor allocation to minimize cost for the project.
- Project Costing- Cost analysis & break even analysis and preparing offer to customer.
- O&M- Coordination and Planning for operation and maintenance work force to ensure on time completion maintenance work.

- Provide progress report and other status updates to client and management as required.
- Maintain records and databases across Kolkata and South 24 Pargana Sites.

Organization : CavinKare Pvt. Ltd.

Designation : Sales Officer

Experience in Months : 13 Months

Responsibilities Handled :

- Managing a medium size of Team.
- Sales, target and achievement and managing the retail operation of around 3 cores Business across Kolkata in the entire year.
- Follow up for Primary and Secondary Sales as well as execute the sales with highest achievement to generate sales revenue.
- Distributor Handling, Chain Handling (B2B deal) and Lead a team of sales force, category and Merchandising team consisting of supervisor and sales promoters and merchandisers on the day to day operations.
- Time management and planning for efficient manpower allocation for maximize the sales.
- Business development- Mapping and adding new MT retail counter across territory.
- Develops and maintain strong relationship with distributor to accelerate business properly.
- Training and development of front line.

Organization : Tantia Agrochemicals Pvt. Ltd.

Designation : Electrical Engineer

Experience in Months : 15 Months

Responsibilities Handled :

- End to end plant coordination for maintenance the Electrical breakdown and efficient manpower allocation and supervise the electrician in respective shift in the plant.
- Daily operation of the plant from production team to ensure preventive work for minimize further breakdown and maximize the production.
- Planning for allocating manpower in weekly schedule to maintain breakdown and time management strategies like management of staffing to ensure on time completion for maximizing production.
- Commissioning the new electrical equipment and testing.
- Develop the process that will maximize safety and productivity along with reduce breakdown.

SUMMER INTERNSHIP PROJECT ~

Organization : Berger Paints India Limited

Duration : 2 Months (1st July to 31st August, 2016)

Location : Kolkata

Project Title : A Study on Marketing Tactics used by Berger Paints India Limited

Project Description :

- Impact on Berger Express Painting among customer and how much customers are influenced by Berger Express Painting promotion. Customer satisfaction survey by visiting site and taking feedback. Worked with Team leaders and customer executives for solving customer's problem.
- Discussed different schemes with Master Painters and analysis their various problems. Conveyed them to sales officers and customer executives.
- Reference is collected from highly satisfied customers and approach institutions for painting which will help to develop business.
- The demand of interior, exterior, wood & metal, undercoat of Berger Paints is studied through a structured questionnaire. It is also studied whether the price of the product is affordable for the customers or not on the basis of the quality and it was analyzed from where the customers came to know about Berger Express Painting.