



# AVIJIT KARMAKAR

**Date of birth:** 26/04/1997 | **Nationality:** Indian | **Phone number:**

(+91) 9932398928 (Mobile) | **Email address:** [avijitk082@gmail.com](mailto:avijitk082@gmail.com) |

**Address:** Mogra Main Road, mankanali, Bankura, Bankura, West Bengal, Near Shiva Temple, 722175, Bankura, India (Home)

## ABOUT ME

Career Vision; to work in an organization that appreciates innovativeness, demands analytical, provide a challenging and performance driven environment and a wide spectrum of experience to grow and excel in my career. I aim to create meaningful contribution to the organization through my skill, abilities and to continuously improve on my professional knowledge and skill

## WORK EXPERIENCE

India

### HIGHLIGHTS

1. Presently working with Yingjia communication private limited(Vivo Mobile) as a **Sales Consultant** from 28th Jan 2017.
2. Over all **6 years of experience** in.
3. adapt at controlling all involving sales.
4. Proficient to find gaps with resolution.
5. Expertise in cordination to track record consistently achiving sales numbers, building dynamic working atmosphere.
6. Maintaining positive business relationships to ensure future sales.

28/01/2017 – 30/06/2017 Bankura, India

**BPO EXECUTIVE** VIVO COMMUNICATION DEVICE PVT. LTD.[VIVO MOBILES]

1. Research
2. Customer Support
3. Sales
4. Marketing
5. Data Analytics

01/07/2017 – CURRENT Bankura, India

**SALES CONSULTANT** YINGJIA COMMUNICATION PVT. LTD.

1. Conducting market research to identify selling possibilities and evaluate customer needs.
2. Maintaining positive business relationships to ensure future sales.
3. Actively seeking out new sales opportunities through cold calling, networking and social media.
4. Setting up meetings with potential clients and listening to their wishes and concerns.
5. Prepare and deliver appropriate presentations on products and services.
6. Create frequent reviews and reports with sales and financial data.
7. Ensure the availability of stock for sales and demonstrations.
8. Participate on behalf of the company in exhibitions or conferences.
9. Negotiate/close deals and handle complaints or objections.
10. Gather feedback from customers or prospects and share with internal teams

## EDUCATION AND TRAINING

2017 – 2019 Solan, Himachal Pradesh, India

**BECHALOR OF ARTS [B.A]** IEC University

2014 – 2016 Bankura, India

**HIGHER SECONDARY [12TH] WEST BENGAL COUNCIL OF HIGHER SECONDARY EDUCATION**

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**Address** mankanali, bankura, bankura west bengal, 722175, Bankura, India

2012 – 2013 Bankura, India

**SECONDARY EXAMINATION[10TH] WEST BENGAL BOARD OF SECONDARY EDUCATION**

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**Address** Mogra high school- mogra, mankanali, bankura, bankura west bengal, 722175, Bankura, India

15/07/2022

**ALL ROUNDER SALES CHAMPIONS** Kaizen Training Solutions Pvt. Ltd.

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● **LANGUAGE SKILLS**

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Mother tongue(s): **BENGALI**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
<b>ENGLISH</b>	C1	C1	C1	C1	C1
<b>HINDI</b>	C1	C1	C1	C1	C1

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*Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user*

● **DIGITAL SKILLS**

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Microsoft Office | Microsoft Excel | Google Drive | Zoom | Skype | Google Docs | LinkedIn | Social Media

● **ADDITIONAL INFORMATION**

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**HOBBIES AND INTERESTS**

**My hobbies are** Watching Movies, Reading Article, Making new Friends, Swimming

**SKILLS**

**SKILLS**

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1. CRITICAL THINKING & PROBLEM SOLVING
2. EFFECTIVE TIME MANAGEMENT
3. COMMUNICATION SKILLS
4. CUSTOMER SERVICE
5. DECISION MAKING
6. FRENDLINESS
7. PRODUCT KNOWLEDGE
8. CROSS SELLING/ UP SELLING
9. CASH REGISTER
10. BAR CODE READER EQUIPMENT
11. DESKTOP COMPUTERS
12. LASER PRINTER