

## **+RESUME**

---



**BISWAJIT KANJILAL**

84, Shree Pally, D.P.Nagar,

Belgharia,Kolkata - 700 056(W.B), INDIA

Ph. No- 09831803495 (M)

Mail Id - [bkanjilal8@gmail.com](mailto:bkanjilal8@gmail.com)

- [kanjilal\\_3@rediffmail.com](mailto:kanjilal_3@rediffmail.com)

---

Location	:	West Bengal / Kolkata
Industry	:	Sales & Marketing/Consumer Durables
Experience	:	23 + Years
Mob No	:	91 9831803495
<u>Objective -</u>	:	To Work earnestly towards achieving set Goals in life, Both Professional & personal.

### **Experience Summary-**

- More than 23 Years of experience in renowned Consumer Durables.
- Through EXPERIENCE In Sales & Marketing and team handling.
- Expansion & Controlling of distributer/dealer Network.

### **Experience Details:-**

**1<sup>ST</sup> NOVEMBER'2016 - Cont:-** : **U.P.ASBESTOS Ltd.**

Head Office : LUCKNOW,UTTAR PRADESH

Designation : **Sales Manager**

Product Handling : WIRES / CABLES  
Brand : UPAL  
Area Covering : West Bengal / Jharkhand

**Responsibilities Included:**

- ❖ Visit Project, Interior Designers, Contractors, Dealers.
- ❖ To achieve the Sales & Target with Team.
- ❖ To create consolidate dealer network. Recruiting new Distributers.
- ❖ To implement & monitor the plants & promotional strategies of the Company.

**15<sup>th</sup> April'2014 - OCT 2016** : **Gryphon Appliances Ltd.**

Head Office : NEW DELHI  
Designation : Divisional Sales Manager/Branch Manager  
Product Handling : Home Appliances/Fans/Geyser  
Brand : Russell Hobbs  
Area Covering : Eastern Region

**Responsibilities Included:**

- ❖ Visit Project DSA, Interior Designers, Contractors, Promoters, Dealers.
- ❖ To achieve the Sales & Target
- ❖ To create consolidate dealer network. Recruiting new Distributers.
- ❖ To implement & monitor the plants & promotional strategies of the Company.

June' 08 - April'13 : **Marc Enterprises Pvt Ltd.**

Head Office- : DELHI.  
Designation : Branch Manager/Area Sales Manager

Product Handling : *Fan/Water Heaters/Iron*  
BRAND : MARC  
Area Covering : West Bengal & Part of Orissa

**Responsibilities Include:**

- ❖ Visit new area, Distributer and Dealer network developed also handle team.
- ❖ To create consolidate dealer network. Recruiting new Dealers.
- ❖ To Implement & Monitor the plants & Promotional strategies of the company.
- ❖ Registered MARC BRAND Water Heater & FANS in West Bengal RAILWAY

Sept' 03-June' 08 : **Gryphon Impex Pvt Ltd.**

HEAD OFFICE : NEW DELHI.  
Designation : Sr.Marketing Executive.  
Product Handling : Home Appliances/Water Heater.  
BRAND : Black & Decker,Gryphon.  
Area Covering : North 24pgs/Kolkata/South Bengal

**Responsibilities Included:**

- ❖ Visit new Area,developed Dealers network.

- ❖ To achieve the sales & Target.
- ❖ To create the consolidate dealer network. Requiring new Dealer.
- ❖ To Implement & monitor the plant & Promotional strategies of the Company
- ❖ *Company Award me for Highest Water Heater Seller & Outstanding Performances.*

2002 - Aug'2003 : *Sonali Enterprise (C & F OF GRYPHON)*

HEAD OFFICE : KOLKATA  
 Designation : Sr. Sales Executive.  
 Product Handling : Home Appliances/Water Heater.  
 Brand : Black & Decker,Gryphon.  
 Area Covering : Kolkata, Burdwan, Hooghly & Nadia

*Responsibilities Included:*

- ❖ Visit new Area,developed Dealers network.
- ❖ To achieve the sales & Target.
- ❖ To create the consolidate dealer network. Requiring new Dealer.

1997 – 2002:- *BPL*

HEAD OFFICE : KOLKATA  
 Designation : Counter Sales Executive.  
 Product Handling : TV / FRIDGE / WASHING MACHINE.  
 Brand : BPL.

Area Covering : Kolkata.

**Responsibilities Included:**

- ❖ Attend to the Customer and motivated to the Purchase BPL Brand.
- ❖ To achieve the sales & Target.
- ❖ To Implement & monitor the plant & Promotional strategies of the Company.

**PERSONAL INFORMATION:**

Academic Qualification : a) M.B.A in Marketing(Executive) From Karnataka University  
b) B.COM (H) / Kolkata University  
c) H. S (12<sup>th</sup>) / W. B. C. H. S. E  
d) Madhyamik / W. B. B. S. E.

Languages Known : Bengali, Hindi & English.

Date of Birth : 1<sup>st</sup> January 1977

Nationality : Indian

Sex : Male

Marital Status : Married

Interests : Traveling, Reading, & Music.

Passport : International

Driving : 2 / 4 Wheelers (LMV) License

Salary drawn : 4,20,000/ – P. A + Others.  
Expected Salary : Negotiable as per Company Norms.

**DATE :-**

**PLACE :- KOLKATA.**

**BISWAJIT KANJILAL**