



ABIRA DEB
OBJECTIVE:

A Post Graduate in Industrial Psychology applying for the role of Business Development.
Enthusiastic and hard working with good skills in communication, computer, counseling and Transitional Analysis.

PROFILE:

Progressively engage my knowledge through multiple medium, while using my diverse skill set and knowledge to provide a superior product and service that will assist the clients.

D.O.B:
22/03/1989

CONTACT:

#Flat No. 104
Al Saamrya Building
Al Barsha 1
Dubai, UAE

T: +971 558 058 958
E: abiradeb08@gmail.com

ABIRA DEB

SUMMARY

To whomsoever it may concern

Dear Sir/Madam,

I wish to apply for the role of Sales Manager with my areas of expertise as an Industrial Psychologist in your organization. Please find my CV enclosed for your consideration.

As you can see from my attached CV, I have almost 5 years of experience in sales, team management, marketing and event coordination. The nature of my Post Graduation course has prepared me for this position. It involved great deal of independent research, requiring initiative, self-motivation and a wide range of skill. For the position of Project manager in Fleming, the demand involved skill to perfectly pitch the product to the consumer and meet targets. I believe the knowledge and skill built up during this time make me the perfect candidate to deliver you the required skill for the job. I have earlier done several projects that helped me to gain practical understanding of the subject and conclude strategically. The fact that I find your company very potential in comparison with existing leaders in the market share and its excellent service delivery can be a massive threat to other companies. It will be a great opportunity to be a part of the team. I am confident that I can bring this level of knowledge of managing and branding, consumer behaviour, service marketing with me to your organization and help it to grow further. With my proficiency and cognition. I believe my contribution will have an immediate impact on the business. Thanks for your time and consideration. I look forward to hearing from you to discuss my application further.

Yours sincerely,

Abira Deb

ABIRA DEB

SALES EXECUTIVE

INTERESTES:



Reading



Travelling



DIY



Music



Dancing

SOFTWARES:



MS Word



MS Excel



MS PowerPoint



SPSS



Sales force

FLEMING.

Job Role

- Lead generation.
- Market Research to collect relevant companies and designated people.
- Calling C-level executives and decision makers to provide a brief summary about the project (training).
- Collecting the requirements of clients for in-house trainings.
- Follow up with the clients to ensure better Customer Relationship.
- Solving the queries of clients.
- Maintaining the Daily Performance Report of the team.

AGELN BUSINESS SOLUTION PVT. LTD.

Job Role

- Lead generation.
- Training Production.
- Face to Face Meetings
- Market Research to collect relevant companies and designated people.
- Calling C-level executives and decision makers to provide a brief summary about the project (training).
- Collecting the requirements of clients for in-house trainings.
- Follow up with the clients to ensure better Customer Relationship.
- Solving the queries of clients.
- Maintaining the Daily Performance Report of the team.

AZUGA TELEMATICS

Job Role

- Lead generation.
- Market Research to collect relevant companies and designated people.
- Fixing meeting with the Client & the Fleet Solution Experts
- Follow up with the clients to ensure better Customer Relationship & Referrals.
- Solving the queries of clients.
- Maintaining Salesforce.

PROJECTS

(Trainings & Conferences)

- IFRS.
- Anti Money Laundering.
- BASEL 4.
- Marshal's Personality programs.
- World Islamic Retail Banking Conference.
- Drones Conference.
- Artificial Intelligence & Digital Transformation.
- CMO – Conference.
- CFO Summit.
- Future of Procurement.
- Crisis Management & Business Continuity.
- VAT Program.

LANGUAGE:

- English
- Hindi
- Bengali
- Assamese

SKILLS:

- Success and Result driven.
- Research and Analytical Skills.
- Punctual and well presented.
- Able to work individually or in a team.
- Enjoy a competitive environment.
- High energy levels.
- Problem solving ability & Creativity

INTERNATIONAL QUALITY & PRODUCTIVITY CENTER (IQPC)

Job Role

- Lead generation.
- Market Research to collect relevant companies and designated people.
- Calling C-level executives and decision makers to provide a brief summary about the project (training).
- Follow up with the clients to ensure better Customer Relationship.
- Solving the queries of clients.
- Market Mapping.
- Marketing.
- Using social media platforms like LinkedIn, emails for brand awareness.

EDUCATION:

M.Sc. Industrial Psychology.

- Increase business efficiency
- Help train and motivate workforce
- Assess job performance
- Apply psychological research to the workplace
- Improve quality of life for employers and employees
- Ease transitions such as corporate mergers
- Study consumer behavior
- Work as a consultant

B.A. Surana College

I majored in Psychology, Journalism and English. Graduated from my course securing first class under Bangalore University

DECLARATION

I hereby declare that the above mentioned details are valid.

Name: Abira Deb.