

Resume of Anirban Mitra

About

A professional with diverse experience in Sales & Marketing , customer services & skill development with leading organizations .

A business leader with 13+ years of experience who have been instrumental in building organizations across sectors , spanning India .

As a business leader have strong astute implementation experience in stakeholder management , strategic partnerships , & client acquisitions .
Demonstrated capabilities in strategic planning and revenue maximization and resource management in a competitive environment .

Career Objective

To have a long , successful & professionally enriching career . Dedicated to work with full responsibility & professionally, leading to the attainment of organizational objectives . A team / individual player, career-oriented, ambitious , result & value driven with right attitude & passion .

Personal Information

Name	:Anirban Mitra
Father's Name	:Sajal Mitra
Date of Birth	:07.10.1987
Sex	:Male
Category	:General
Nationality	:Indian
Religion	:Hindu
Marital Status	:Married
State of Domicile	:West Bengal
Passport	:Available

Details of Educational Qualifications

Examination	University	Year of Passing	Division	Institutions Attended
M.Sc. in Museology	University of Calcutta	2011	First	Deptt of Museology , Calcutta
Graduation-Botany (H)	University of Calcutta	2009	Second	Bhairab Gangly College , Calcutta
H.S.C (Science)	W.B.C.H.S.E	2005	First	Jatin Das Vidyamandir , Calcutta
Matriculation	W.B.B.S.E	2003	First	Ramakrishna Vivekananda Mission , Calcutta

Details of Working Experience

Organization	Designation	Duration	Job Role	CTC (INR)	Industry
Educational Initiatives	Regional Manager	26.12.2022 – Till date	Institutional Sales & Partnerships – Schools & Colleges - B2B Sales – School ERP Software , Books , Assessment & Outreach Activities	8.50 LPA	E-learning & Higher Education
LEAD	Area Sales Manager	06.11.2019 – 23.12.2022	Institutional Sales & Partnerships – Schools & Colleges - B2B Sales – School ERP Software , Books & Outreach Activities	7.48 LPA	E- Learning
Magicbricks	Account Manager -Team Lead	01.08.2015 – 04.11.2019	Digital advertisement subscription sales /Space Sales to Developers/Builders /Brokers/Marketing Agencies /Land owners & Individual home owners. Strategic Partnership/Alliance – B2B & B2C	5.80 LPA	Prop-Tech / Real Estate
HDFC Life	Sales Development Manager	10.02.2011 – 31.07.2015	Building Agency/ Channel sales by identifying & recruiting potential advisors, driving & achieving sales target by the team of advisors , managing & monitoring the performance of the team, attending sales calls fixed by advisors , Franchise development – B2C & B2B	4.70 LPA	BFSI

Professional Achievement & Recognition

Award Achieved	Category	JFM 2017 STAR Target Achievement	Reward Status	Financial Year
Cancer Care Bonanza–Agency, HDFCL	FLS	175.98%	Multi Purpose D-Shaped Bag & Certificate of Achievement	2014-2015
Agency Roar, HDFCL	FLS	167.36%	Certificate of Achievement	2013-2014
SPC Mentorship Bonanza, HDFCL	FLS	155.42%	Reward Point 5000 & Certificate of Achievement	2012-2013

Achievement in Extra–Curricular Activities at Professional Level

Title	Financial Year	Zone	Region	Location
WhatsApp Contest ‘SPARSH’ 2016 ,MagicBricks	2016-2017	East	East	Kolkata
Quiz Winner– Value Session MagicBricks	2016-2017	East	East	Kolkata

Expected CTC

In commensurate with experience & market standard

Preferred Job Location

Kolkata , Bangalore , Noida , Mumbai , Chennai & Hyderabad .Open to relocate & open for extensive travelling

Hobbies & Areas of Special Interest

1. Reading news papers , books (fiction / non-fiction), magazines, journals etc.
2. Watching movies (Hindi & Bengali).
3. Essay / article writing (in personal capacity).
4. Have special interest in cultural / heritage properties , topics concerned to Museum , Museology & Social Anthropology.

Contact Information

Muthurayya Swami Layout Bangalore – 560076

Contact Number – 7439141365

Alternate Number - 7044704036

Email–anirbaneducation@gmail.com

LinkedIn URL – <https://www.linkedin.com/in/anirban-mitra-601937147>

Certification

I, the undersigned, hereby declare that all the facts given here are true to the best of my knowledge & belief.

Place: Bangalore

Date:

Signature

