

Anirban Debnath



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SUMMARY

Sales Professional looking to obtain a challenging position in an organization, utilizing my proven track record in driving revenue growth and forging strategic partnerships to achieve business objectives.

PROFESSIONAL EXPERIENCE

Team Leader at Airtel Payments Bank (Payroll - Netabit Value First Services Private Limited) from 10th Jan 2025 to till date.

- ✓ Manage Merchant Sales Executives
- ✓ Team Leading & Follow Up
- ✓ Daily & Monthly Target Achievements
- ✓ Sound Box
- ✓ Current Account
- ✓ Market Visit

Business Development Executive at Toolsvilla.com from 1st June 2023 to 24th Dec 2024

- ✓ Vendor On boarding (Pan India) & Management
- ✓ New Product Listing
- ✓ Price Negotiations
- ✓ Order Analyzing
- ✓ Business Development
- ✓ B2B Ecommerce
- ✓ Revenue Generation & Profit Growth
- ✓ Reports & MIS

Operations Manager at SBI Cards & Payment Services Private Limited from 12th July 2021 to 29th May 2023

- ✓ Office Management/Customer Service
- ✓ Team Handling/KYC Executives/MIS/Data Entry Operators/Team Leaders
- ✓ CRM,MIS & Reports
- ✓ Handling the Customers forms
- ✓ Giving Training
- ✓ Manage the Customer forms collection from the different locations by Doc boy
- ✓ Solving Queries from the Market

On boarding Lead at Reliance JIO Infocomm Limited from 5th October 2015 to 23rd December 2019

- ✓ New Activation Approval (After Checking the KYC)
- ✓ Team handling. (Jio Centre, Jio Points, Jio Store, Reliance Digital and Field Employees).
- ✓ Daily MIS & CRM
- ✓ Handling Jio Centre Customers & Solve the Issues
- ✓ Fix all Technical issues in market.
- ✓ Enterprise leads generation and activation.
- ✓ Handling the Telecalling team for lead generation as per given leads from Call Centre.
- ✓ Call Centre Cost Reduction by promoting self care in market by down the levels.
- ✓ CSAT (Customer Rating)
- ✓ Handling Social Media Negative Reviews

Activation Officer at Aircel Limited from 30th July 2013 to 1st October 2015

- ✓ Customer Documents Verification & activation.
- ✓ Making daily activation and all other reports and sending to all concerns.
- ✓ Arrange training for any updates.
- ✓ Solving issues from distributors and retailers.
- ✓ Visiting distributor point & Retailers point.
- ✓ Making call to Customers, Retailers & to the distributors to know about the services and share the reports to corporate.
- ✓ 100% KPI and Ensuring Compliance.
- ✓ CRM

Activation Officer at TATA TELE SERVICES LIMITED as Activation Officer from 3rd Nov 2012 6th August 2013

- ✓ Customer Documents Verification.
- ✓ Making daily activation reports and all other reports related to my territory.
- ✓ Giving Training for any Updates to the OE agents and Distributors.
- ✓ Solving the issues from Distributors/Retailers related to the Connections.
- ✓ CRM

EDUCATION

- ✓ Did MBA in (Marketing) from Sikkim Manipal University
- ✓ Did B.C.A from Sikkim Manipal University
- ✓ Did Higher Secondary from W.B.C.H.S.E
- ✓ Did 10th from W.B.S.E

COMPUTER KNOWLEDGE

MS-WORD, MS-EXCEL, MS-POWERPOINT

SKILLS

- ✓ Excel
- ✓ PowerPoint
- ✓ CRM
- ✓ Problem-Solving
- ✓ Team Leadership

LANGUAGES

- ✓ English
- ✓ Hindi
- ✓ Bengali

PERSONAL DETAILS

Father's Name: Dwizendra Lal Debnath

Date of birth: 10th March 1984

Permanent address: 15/18 Anandapuri Co-operative Society Durgapur-713213, West Bengal

Nationality: Indian

Sex: Male

Marital Status: Married

Declaration

I pledge and pronounce that all the above information is true to best of my knowledge.

Date:

With Regards
Anirban Debnath