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**Phone: +91-9007625533 I email:** **amit111ind@gmail.com** **I** [**LinkedIn Profile**](http://www.linkedin.com/in/amit111ind) **I Location: Kolkata**

A professional with over 17 years of practical experience within various local and multinational organizations. I am capable to lead and develop teams with well-defined goals in order to achieve profitable targets.

**Amit Chakraborty**

**Business Head – Autodesk**

**Areas of Expertise / Core Skills:**

* IoT & e-commerce operations
* Sales Channel Creation
* Digital Marketing
* Franchisee & Retail Store Sales
* B2B Sales
* SMB Sales
* B2C Sales
* Sales Operations

**Soft Skill’s:**

**Work Experience:**

**Business Head - Autodesk**

Cadtrans Infotech Pvt. Ltd

02/2020 – Present

* Develop and execute strategic plan to achieve sales targets and expand customer base by exploring new geographical coverage
* Enlarge the sales team size to ensure acquisition and revenue growth
* Maintain relationships with key accounts, thereby increasing acquisition for software sales by 15%
* Establish sales objectives by forecasting and developing annual sales plan for regions and territories; projecting expected sales volume
* Maintain sales staff by recruiting, selection, orientation and training.
* Analyze pipeline and lead data, deliver periodic reporting to the sales teams providing key business insights: typical reporting relates to demand Generation, Pipeline Forecast and market trends, conversion rates, target account, market segmentation, Win/Loss, Age of account etc.
* Leadership
* Public speaking
* Problem solving
* Training to salesforces
* Delegation

**Head of Franchisee and Own Retail Sales**

**Senior Manager; SME and B2B Sales** 07/2014 – 11/2016

Airtel Bangladesh Limited

* Ensure MOM growth on gross add & revenue growth at AEC, ARC & SME channel
* Revamp & built a new team of 100+ motivated and energetic outsourced members including 05 Key Account Mangers

**General Manager**

Digital Commerce Operations, Robi Axiata Limited

11/2016 – 10/2019

* Design and implement strategic plan for e-commerce service; go-to-market strategy with B2C, Partner sales & assisted e-commerce channel to promote digital commerce solutions
* Plan sales campaigns through feasibility analysis of market opportunities which result to 30% revenue growth quarter on quarter
* Conduct deep stick survey and R&D to define right product, segment and channel for the growth of e-commerce business
* Awarded at Airtel in September 2015 for implementing the walking model in AEC in a very innovative way that helps the business to achieve a significant growth.
* Awarded in Airtel in October 2014 for developing entire CSA operation & over achieving GA target.
* Awarded gold medal for completing five years of dedicated service in AKTEL.

**Awards:**

**Professional Trainings:**

**Education:**

Can be given upon requirement!!

**References:**

* A self-motivated goal-driven person
* Able work in a dynamic environment to ensure business growth.
* Have multitasking ability with excellence in communication
* Can work under pressure and able to achieve business results within given deadline
* Love to train sales force

**Who am I?**

**Master’s in Business Administration**

Major: Marketing

Stamford University: 2006

**Bachelors in Business Administration**

Major: Marketing

Stamford University: 2002

* Essentials of Marketing: Autodesk Avolver: 23rd April 2020
* Essentials of Customer Success: Autodesk Avolver: 22nd April 2020
* Intermediate: Autodesk Avolver: 31st March 2020
* Lean Startup Training: Lean Armada, Malaysia: 9th to 11th July 2017
* The Mindset of Getting Things Done: Gray Matters Consulting, India: 27th – 28th February 2017
* Taking Sales to a Higher Level ; Institute: Mercuri Goldmann [India] Private Ltd; Duration: 2nd – 3rd October 2012
* Managing for Results & the Challenge of Leadership; Institute: bdjobs Training; Duration: 4th February 2011
* Effective Negotiation Skills; Institute: DCCI Business Institute (DBI); Duration: 6th – 7th March 2010
* Leadership & Team Building Skills for Professional Excellence; Institute: prothom-alojobs; Duration: 8th January 2010
* The key to Successful Corporate Communications & Presentation skills; Institute: prothom-alojobs; Duration: 26th Dec. 2009
* Relationship Selling and Telephone Communication Skills; Institute: University & Industry Alliance, IBA, University of Dhaka; Duration: 7th November 2009
* Advanced Selling Skills; Institute: Diverters Training (Pvt) Ltd, Srilanka; Duration: 19th – 20th June 2009
* Face to Face Sales; Institute: Amplitude Solutions Ltd, Dhaka; Duration: 28th – 29th March 2007

**Executive, Marketing**

November 2003 – December 2004

Beximco Textiles Limited

**Intern, MIS & Planning**

February 2003 – April 2003

Beximco Textiles Limited

**Head of Large Corporate**

Account Manager, Corporate Sales

Sr. Executive, Corporate Sales

Executive, Corporate Sales

December 2004 to July 2012

Axiata Bangladesh Limited

* Lead, coach and develop Key Account Managers to on-board new B2B accounts & retain existing base
* Create tailored plan to maximize revenue and to achieve other KPI’s
* Promote enterprise solutions, VAS & data sales to ensure revenue growth
* Ensure high standard of customer services through different CRM activities
* Successfully develop and implement sales, service and retention strategy for the Corporate Customers