

DEBJIT SARKAR

An established leader offering chronicled success of nearly 14 years in all aspects of B2B Sales & Key Account Management; proven career in conceptualizing & implementing effective ideas / strategies which adds value to organization through inspiring leadership, rich experience & innovation excellence.

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Profile Summary

- ❖ **Accomplished Business Operations Strategist** with impressive success of diverse roles distinguished by commended performance and proven results across **Recruitment, Consulting, Logistics and IT industries**
- ❖ Excels in **evaluating client requirements, and delivering strategic solutions** to complex sales, account management, and business development environments. Exceptional capability to identify strengths and weaknesses of business processes and realize sales revenues-even in sluggish market conditions
- ❖ Comprehensive experience in enhancing value of operating business units through process improvements **focused on sales & best practice identification and implementation**
- ❖ Trusted leader, with comprehensive experience in adapting business strategy to organizational vision; **front-led large sized multi-cultural teams of 35 to 40 (direct & indirect)**
- ❖ Drove **business and ensured sustained growth**, focused on achieving /surpassing sales targets; expanded business reach and created new sales / leads opportunities
- ❖ Proven skills to **improve operations, impact business growth & maximize profits** through achievements in finance management, cost reductions, internal control & productivity improvements
- ❖ Steered **business planning and performance management** of channel partners, including development and execution of joint sales plans, local area marketing, staff coaching, recruitment, pipeline management and hosting constructive meetings
- ❖ Used **instincts, insight, judgment, and timing to succeed** on tough deal in Customer Management focusing on maximizing customer satisfaction, process compliance and process improvement initiatives to achieve maximum efficiency in various operations
- ❖ **Versatile, high-energy professional**, successful in **achieving business growth objectives within turnaround & rapid changing environment** with excellent communication, people management, analytical and problem-solving skills



Core Competencies

Strategic Planning & Alliance

Business Operations & Excellence

Sales & Marketing, Business Development

Profit Centre Operations

P & L Mgmt. / Revenue Growth

Key Account / Client Relationship Management

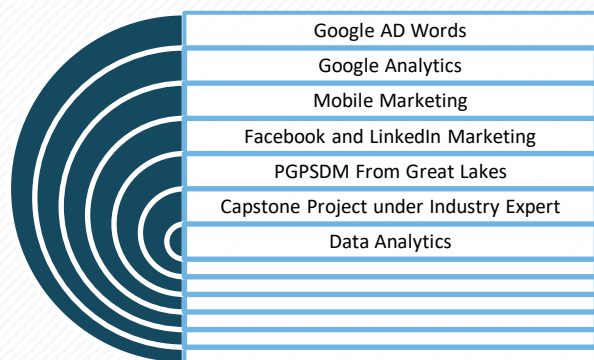
Business & Process / Automation

Channel & Distribution Management

Team Building & Leadership



Trainings



Education



Digital Marketing | Great Learning | 2020



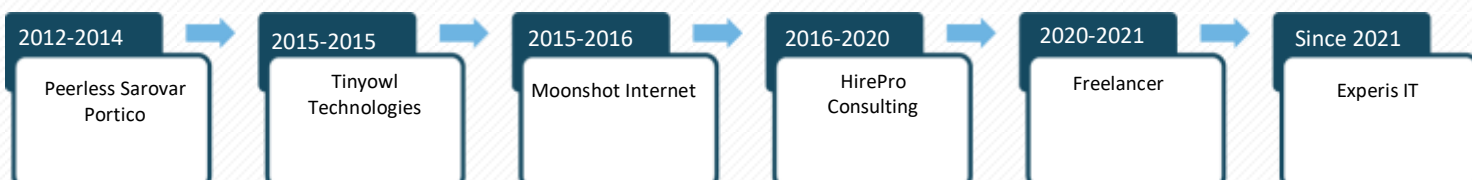
MBA (Marketing & HR) | BRMIMIT, Bhubaneswar (Odisha), BPUT | 2008



Bachelor of Commerce | DAV Degree College, Varanasi, (U.P.) BHU | 2005



Career Timeline (Recent 6)



Work Experience

Senior Manager - Business Development

Experis IT Pvt. Ltd., Bangalore

Since Oct'2021

Products & Services: Staff Augmentation, RPO, Executive Search and Contingent Hiring

Role:

- ❖ Steering efforts in generating leads and demand by forming partnerships with significant IT product companies, GICs (BFSI, Manufacturing, Health, CPG), and analytics firms to provide recruitment solutions
- ❖ In order to successfully execute business plans, direct, identify, qualify, and close new business in accordance with established quotas
- ❖ Keeping an eye on prospective clients in the target market, doing the necessary research on their business and design demands, and maximising the headcount of more than 200 staff members
- ❖ Establishing and using subject-matter specialists for the company's products, practises, and operations while staying current with market trends
- ❖ Working together with the hiring team to create a pipeline of top talent and supporting training initiatives to boost the division's potential for business development
- ❖ Managing RFP's and proposals, tracking submissions, and closing deals; recognizing company's growth initiatives related to the market and target customer segments and the company's potential to meet customer needs
- ❖ Major skills employed are Data Engineering, Cyber Security, .net Engineers and Java Engineers (Staff Augmentation)

Senior Manager - Business Development

HirePro Consulting Pvt. Ltd., Bangalore

Sep'2016 – May'2020

Products & Services: ATS, Interviewing Platform, Assessment Platform, Candidate Onboarding Platform, RPO & Staff Augmentation

Role:

- ❖ Bagged business from the following sectors EMPI, IT, GCC, and e-commerce
- ❖ Researched potential new clients, markets, growing industries, trends, alliances, products, and services, as well as various ways to enter already-existing markets
- ❖ Used an application tracking system to make sure that staff knew the need for change and what was expected of them throughout the digital recruitment process (Hosted on Amazon Cloud)
- ❖ Directed and managed business development initiatives to create and maintain strong connections with key clients and guarantee business growth
- ❖ Assured the acquisition of new clients for the Technical and Psychological AI-powered assessment, and shared GTM data with the backend product team to advance the product

Area Sales Manager

Moonshot Internet Pvt. Ltd., Mumbai

Nov'2015 – Sep'2016

Products & Services: POS Products for Logistical Support (Hosted on AWS)

Role:

- ❖ Led and oversaw 100 QSR and other locations throughout Mumbai, increasing daily orders to 1500
- ❖ Constructed and presented a tangible demo of the last-mile delivery order booking product to the onboarded clients
- ❖ Confirmed that Sales Executives used sales leads provided by CRM, pipeline, and other systems to approach restaurants and persuade them to become partners
- ❖ Reviewed industry trends and client feedback continuously to anticipate future market needs, and provided accurate information to all stakeholders
- ❖ Maintained a close relationship with restaurant owners and counselled them on market-related problems and provided answers

Previous Experience

Key Account Manager

Tinyowl Technologies (Bangalore)

Mar'2015 – Nov'2015

Desktop Software Products

Executive - Sales and Marketing

Peerless Sarovar Portico (Durgapur)

Dec'2012 – Mar'2014

Branch Head

Gradient Training (Dhanbad)

Jul'2008 – Nov'2012

Freelancing

Freelancer

May'2020 – Oct'2021

Role:

- ❖ Associated with few training institutes, and supported them in placing the candidates
- ❖ Associated with Hire Train Deploy Companies and helped them in hiring Data Engineers, Data Scientist and Cloud Professionals (AWS, GCP and Azure)
- ❖ Designed and developed learning and development programs and initiatives that provided internal development opportunities for employees
- ❖ Maintained knowledge of trends, best practices, regulatory changes and new technologies in human resources, talent management and employment law; provided market Intelligence to design their trainings and make it market ready

Personal Details

Date of Birth: 1st November 1982 | Languages Known: English, Hindi & Bengali | Address: Sarjapura, Bangalore