



Somditya Dutta

Sales Manager

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Address:37A J N Biswas Lane, Krishnanagar, Nadia

Motivated to join a progressive organization that values teamwork, collaboration, and continuous learning..

Personal Info

Gender : Male

DOB : 11.11.1997

Nationality : Indian

Experience

Growth Manager

Oct 2024 – CONTINUE

Moviqs (Sharva Wheels Pvt Ltd.)

- Lead the launch of GPS products in the state, developing go-to-market strategies.
- Build, hire, and train a high-performing sales team to drive market penetration.
- Manage state operations to achieve sales targets and increase market share.
- Ensure business growth and profitability through strategic planning and execution.
- Report directly to the CEO on product launch progress, team performance, and overall state operations.

Assistant Growth Manager

Apr 2021 – Jan 2024

WheelsEye Technology India Pvt Ltd.

- Leading a team of 70 executives and 7-8 Team Leaders, ensuring effective communication and collaboration.
- Strategically managing business operations within the assigned geography, optimizing performance and market presence.
- Driving the team to achieve monthly and quarterly targets through structured planning and execution.
- Overseeing the entire talent lifecycle, from hiring to motivation, ensuring individual and team success.
- Regularly reviewing Team Leaders and Sales Executives' performance, conducting training for enhanced product knowledge.
- Bridging the gap between sales and operations for seamless coordination and optimal business outcomes.
- Provide continuous support to the team, following up on leads, and assisting in closing business opportunities generated by sales visits.

Team Leader

Feb 2019 – Mar 2024

WheelsEye India Pvt Ltd.

- Effectively managing a team of 10-15 Sales Executives, fostering collaboration and ensuring high performance.
 - Driving the team towards achieving monthly targets through strategic planning and execution.
 - Cultivating strong relationships with existing clients and actively building new ones to enhance business growth.
 - Handling escalation management and providing essential after-sales service, supporting truckers throughout the process.
 - Ensuring timely submission of reports to the Reporting Manager for transparent and efficient communication.
 - Conducting ground visits with Sales Executives to provide hands-on support and successfully negotiate MFO deals.
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Team Leader

Aug 2018 – Jan 2019

Airtel Payments Bank

- Effectively overseeing and nurturing a dedicated area through a team of 10-15 Field Sales Executives for comprehensive management.
 - Monitoring the quality of onboarding processes in accordance with management guidelines for seamless integration.
 - Validating and conducting audits on acquisitions and sales performed by Field Sales Executives, ensuring precision and compliance.
 - Strategically planning market size, span, and geographies for Field Sales Executives, ensuring correct placement for optimal coverage and impact.
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Merchant Sales Executive

Mar 2018 – Aug 2018

Airtel Payments Bank

- Develop and implement sales strategies to achieve organizational goals.
 - Identify potential markets and target customers.
 - Onboard new merchants and businesses to use Airtel Merchant Services.
 - Build and maintain relationships with new and existing clients.
 - Adhere to ethical standards in all business dealings.
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Sales Executive

Dec 2016 – Nov 2017

One Mobikwik Systems Pvt Ltd.

- Onboarding retail outlets onto the Mobikwik platform and facilitating QR code sales for seamless transactions.
- Strategizing branding and merchandising efforts to enhance visibility and engagement.
- Prioritizing customer satisfaction to drive increased transactions and loyalty.
- Monitoring competitor moves for valuable feedback, contributing to continuous product enhancement and improvement.

Trade Marketing Specialist

Jun 2015 – Nov 2016

Tara Maa Enterprise (Godfrey Phillips India Pvt Ltd.)

- Maintaining regular communication with existing distributors and sub-distributors to strengthen relationships.
- Meeting sales targets, both primary and secondary, through strategic planning and execution.
- Driving the promotion or successful launch of new products in the market.
- Ensuring effective merchandising to enhance product visibility and appeal.
- Overseeing the timely collection of payments and addressing damage claims for smooth financial operations.

Education

NPTEL - IIT MADRAS

Jan 2024 – Apr 2024

Business Development From Start To Scale

- The NPTEL - IIT Madras course on "Business Development: From Start to Scale" provided a comprehensive understanding of driving business growth effectively. Through this course, I have gained valuable insights into identifying and capitalizing on market opportunities while mastering customer acquisition, retention, and relationship management. The program offered strategic frameworks to scale operations from startup to sustainable enterprise, addressing challenges associated with managing growth.

NEFTU

Jul 2019

Bachelor Of Arts

Delhi Board

Higher Secondary

Delhi Board

Secondary

Achievement

Appreciation Meeting with CEO

- Honored to receive recognition for my contributions and inspired to continue delivering exceptional results!

Received an award from the Zonal Head & Business Head as the Best Assistant Growth Manager for achieving a milestone of 1000+ GPS installations across Pan India

- Setting a Milestone of 1000+ GPS installations as a Growth Manager

Received the Best Team Leader Award and an Appreciation Certificate in July 2020 for exceptional performance in Fastag sales, driving stellar results and team productivity

- Received the Best Team Leader Award and an Appreciation Certificate in East Zone

Awarded Grade A for Outstanding Performance as a Team Leader across India in March 2019 at WheelsEye, contributing significantly to establishing and scaling FOS operations during the early phase of WheelsEye's entry into the West Bengal market.

- Honored to receive a Certificate of Appreciation from Ravi Yadav Sir and Ayush Agarwal Sir. Grateful for the recognition and inspired to continue striving for excellence!

Best Merchant Executive Award

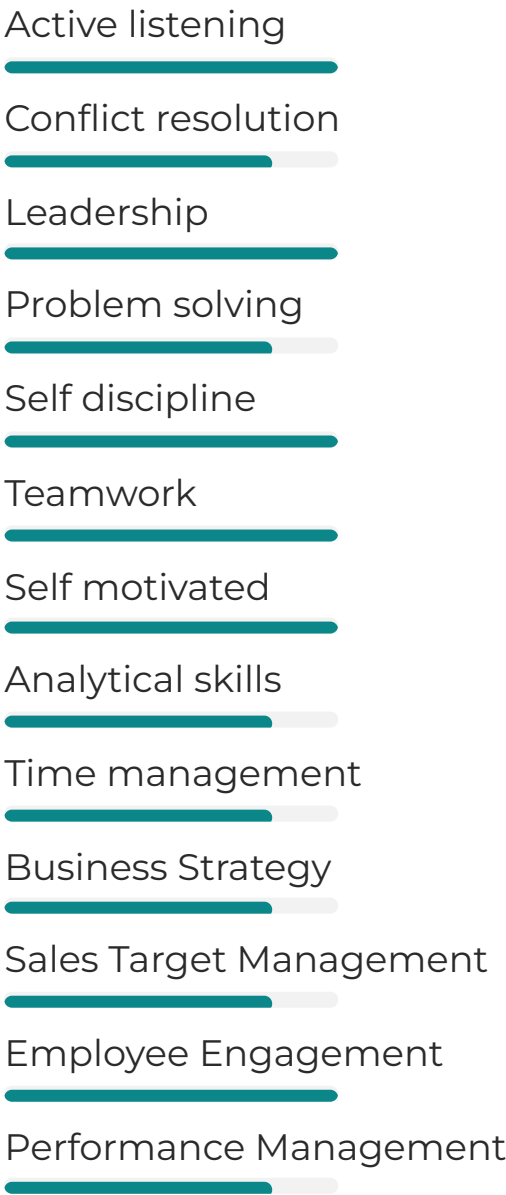
- Honored to receive the Best Merchant Executive Award from Tamoghna Ghosh Sir. Grateful for the recognition and motivated to achieve even greater milestones ahead!

Additional Info

Other Qualification's

- Business Management Program - 50% • Master Diploma In Information Technology - 85% • Diploma In Information Technology - 84.5%

Skills



Language

Hindi
English
Bengali

Interests

Traveling & Exploring New Foods
Internet Surfing & Learning New Things
Capturing moments

Signature