



CEO, Wheels & Wings

Debasish Chakraborty

GD 291, Sector –III Salt Lake, Kolkata, W.B. India, Pin- 700106
chakrabortydebasish@gmail.com / 9230013167

CAREER OBJECTIVE

To utilize my skills in the best possible way for achieving the company's goal and to solve problems in effective and creative manner in a challenging position.

PROFESSIONAL COMPETENCIES

- Anticipation and identification of problems and prompt action taking after proper analysis.
- Can adapt to changing and challenging environment calmly.
- Integration between different departments, and activities, and ability for multitasking.
- Acting as a profit center head and ensuring continual flow of profit.
- Ability to understand internal and external client in terms of short term or long term objective.
- Strategic networking with different stakeholders, including government departments.
- Handling regulatory compliance both internal and external.
- Managing pre-qualification process, and tender bidding.
- Ability to make responsible decisions, under the frame work of company's regulation.
- Effective communication skills with accuracy and courteous manner.

PERSONAL COMPETENCIES

- Well versed in MS Word/ Excel / Power point and with business portals
- Fluent in English / Bengali / Hindi and basic proficiency in French.
- Analytical mind for any kind of reports.
- Sales Force Effectiveness Training.
- Logistic Management.
- Project Management.

AREAS OF EXPERTISE

- | | | |
|--|-------------------------|------------------------------------|
| • Hotel booking Sales Strategy | • MICE | • Client response survey |
| • Airline ticket booking (Galileo Trained) | • Competition Follow up | • Overseas Revenue Management |
| • VISA | • Sales & Marketing | • Performance analysis & reporting |
| • B2B Travel Web portal | • Team Building | • Campaign & Event Management |

AWARDS

Two times National Sales Award Winer in GSK Pharmaceuticals

CAREER HISTORY

CEO

Wheels & Wings, Kolkata

September 2007 to Till date

DUTIES

- Formation of Company.
- Recruiting Staffs and complying with government regulations.
- Recruiting sales agent for B2B operation.
- Prequalification process implementation for corporate.
- Product segmentation and sales communication.
- Identification potential buyer and communicate with them and ensure sales.
- Act as Profit Center Head and ensuring ROI.
- Coordination with all vendors.
- Managing overall administration and finance

Professional Service Representative

Glaxo Smithkline Pharmaceuticals, India (Eastern Part) & Nepal

August 1990 to September 2007

Duties

- Sales & Marketing
- Event Coordination
- Chanel Sales Management

ACADEMIC QUALIFICATIONS

Calcutta University (India)

Bachelor of Science

REFERENCES

Available on request.