

Gambhir Dutta

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AREA SALES MANAGER

"Dedicated and results-driven sales professional with a passion for driving business growth and fostering long-term client relationships. Leveraging my eloquent negotiation skills customized with experience , I am committed to delivering strategic sales initiatives and exceeding revenue targets as a Sales Professional. My goal is to utilize my expertise in B2B sales on any format of sales to drive organizational success while continuously upgrading my skills and contributing to a dynamic team environment."

KEY COMPETENCIES

- Proposal writing
- Target achievement
- Identifying new leads
- Maintain relations with corporates
- Fluency in written and spoken English
- Team Leadership
- Ensure KYC updates
- Reporting and presentation skills
- Following commands of authority
- Command on Hindi, Urdu
- CRM systems
- Sales forecasting
- Negotiation skills
- Opening and closing of sales
- UAE driving license on process

PROFESSIONAL EXPERIENCE

Berger Jenson & Nicholson (Nepal) Pvt. Ltd.

March 2018 --Feb2024

Area Sales Manager

Lead sales depot and business area as per the division of the company, implemented sales and managerial skills to gain a steady growth rate in sales anywhere in between 20 -30% in an average .Met and exceeded targets regulated in maximum occasions with very few exceptions. Maintained a company culture and work ethics while retaining dealers and traders and also maintaining good employee retention ratio.

Accomplishments:

- Started job as a senior sales representative and promoted to Area sales manager.
- Worked diligently considering company norms and ethics in a fast paced and volatile market situations.
- Striving and making company number one on maximum occasions in the area.
- Built a better hierarchal situations and work related job satisfaction among the employees.
- Met deadlines with a gutsy approach.
- Made the business retention ratio and the continuity ratio above par.
- Smooth functioning of the day to day activities made easier in coordination with sales representatives , store keepers, billing staff and accountant.
- Attended and organized business meets , conferences , regular company meetings and conducted advertisement and marketing campaigns.
- Travelled to various business counters on the weekdays refreshing the business scenarios in order to exceed sales target etc.

Transguard Group LLC, Dubai, UAE

May 2017- Dec 2017

Warehouse Operator (Cargo)

Handled the group of three workers smoothly in the cargo operations of extremely prestigious organization The Emirates Airlines coordinating with various departments therein .

Accomplishments :

- Taken various aviation related training on the job and off the job.
- Used the cargo related software Skychain on Hand Held Terminals HHT and computer web.
- Coordinated with different departments inside the cargo terminal.
- Developed the better know how on every aspects of cargos .
- Worked especially in build up and break down departments.
- Worked in multicultural and dynamic environment especially understood UAE work culture.

Gorkha Supermarket Pvt. Ltd. , Jhapa, Nepal**March 2009 - Oct 2015****Sales Supervisor**

Maintained high standards in product quality and presentation in coordination with staffs of different departments in order to exceed the sales target.

Accomplishments:

- Steady growth rate in sales through presentations and upselling technique.
- Started as Sales associate and continued as a sales supervisor.
- Implemented inventory management strategies resulting in improved profit margin.
- Led a team with enhanced product knowledge and crisp customer service skills.
- Developed improved negotiation skills with suppliers and customers resulting in better profit margins.
- Made an approach of focusing on efficient display of products while maintaining high standards of cleanliness and safety related to work place etc.

EDUCATION

	Secured Marks	Passed Year
Amity College ,Tribhuvan University, Nepal Bachelor's Degree in Business Studies	42.64%	-2007
Gomendra H.S. School , HSE Board, Nepal 10 + 2	51.30%	-2003
Pashupati English Ma.VI., SLC Board , Nepal School leaving Certificate , Grade10th	61.5%	-2001

Date of birth

- 29th September 1985

Nationality

- Nepalese

Qualifications

- Taken Basic computer training (proficient in MS office) .
- Taken life insurance agents training etc.

Visa status and References

- On a visit visa
- References available upon request