

# CURRICULUM VITAE

## **TIMIR BARAN SEAL**

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### **OBJECTIVE:**

Seeking a position to utilize my skills and abilities in the Corporate Industry that offers Professional growth while being resourceful, innovative and flexible

### **WORK EXPERIENCE:**

#### **18 Years of Professional Experience**

##### **➤ Sales Head (GM—SALES)**

Rajgarhia Hyundai . Sales Department of  
Personal Car segment, 88 Satin Sen Sarani, Kolkata - 700054 (Kakurgachi)

- Working Duration:- Presently working from January (2024)

#### **Duties & Responsibilities**

- ✓ Responsible for the overall area development
- ✓ Monitoring & controlling of the marketing plan for the particular area
- ✓ Relationship building with prospects & retain existing customer base.
- ✓ Responsible for the promotional activities in the area & generate new enquiries.
- ✓ Co ordination with sales team(SM/TL) & management.
- ✓ Responsible for sales target achievement through sales Team.
- ✓ Establishes Procedures for quick disposal of over-aged vehicle.
- ✓ Responsible for stock management.
- ✓ Meets with sales managers (new & used) to established annual and monthly objective for unit sales ,gross profit expenses and operating profit.

## ➤ Sales Head (GM—SALES)

Omkar Motors Pvt Ltd (TATA MOTORS). Sales Department of  
Personal Car segment, SASARAM, DIST-ROHTAS (BIHAR), India

### Duties & Responsibilities

- ✓ Responsible for the overall area development
- ✓ Monitoring & controlling of the marketing plan for the particular area
- ✓ Relationship building with prospects & retain existing customer base.
- ✓ Responsible for the promotional activities in the area & generate new enquiries.
- ✓ Co ordination with sales team(SM/TL) & management.
- ✓ Responsible for sales target achievement through sales Team.
- ✓ Establishes Procedures for quick disposal of over-aged vehicle.
- ✓ Responsible for stock management.
- ✓ Meets with sales managers (new & used) to established annual and monthly objective for unit sales ,gross profit expenses and operating profit.

- Working Duration:- worked from jan 2020 to jan 2024

## ➤ Sales manager:

K.B Motors Pvt Ltd.( Authorized dealer of Tata Motors Ltd),Sales Department of  
Passenger & Personal car , *Kolkata, India*

### Duties & Responsibilities

- ✓ Responsible for the overall area development
- ✓ Monitoring & controlling of the marketing plan for the particular area
- ✓ Relationship building with prospects & retain existing customer base.
- ✓ Responsible for the promotional activities in the area & generate new enquiries.
- ✓ Co ordination with sales team(T.L/D.S.E) & management.
- ✓ Responsible for sales target achievement through sales Team.

- Working Duration:- jan 2017 to jan 2020

## ➤ Sales Manager:

Dewars Garage Ltd (Authorized dealer Of Maruti Suzuki ), Sales Department of  
personal car segment , *Kolkata,India*

### Duties & Responsibilities:

- ✓ Handling Team Of D.S.E & responsible for achieving sales target through team.
- ✓ Responsible for giving price for old car(exchange vehicles after evalution.)
- ✓ Responsible for lead generation through B.T.L activities.
- ✓ Monitoring EB.R through D.M.S
- ✓ Responsible for D.T.C Management etc.

- Working Duration:- Jan 2013 To Dec 2016

## ➤ **Sales & Service engineer**

Monaco Sales Pvt Ltd (Authorized workshop of maruti suzuki) ,Service Department.  
Kolkata,India

### **Duties & Responsibilities:**

- ✓ Prepare and deliver technical presentations explaining products or services to customers and prospective customers
- ✓ Collaborate with sales teams to understand customer requirements and provide sales support
- ✓ Cataloguing customers concerns and comments
- ✓ Writing service orders and descriptions of problems and repairs
- ✓ Translating customers' repair problems into standard repair terminology
- ✓ Explaining repairs to customers
- ✓ Test-driving vehicles to confirm service repairs
- ✓ Estimating the cost and time needed for repairs
- ✓ Handling customer complaint

- Working Duration:- Jan 2009 to Dec 2012

## ➤ **Sr.Relationship Executive**

Tata Teleservices Ltd (Under Addecco Payroll), Branded Retail Department,Telecom  
Kolkata,India

### **Duties & Responsibilities:**

- ✓ Responsible for Prepaid & Postpaid Sales through , TATA INDICOM COCO STORES.
- ✓ Handling 05 STORES.
- ✓ Responsible Stock Management,Daily Activity , Store Maintainance.
- ✓ Preparation of Daily MIS for Prepaids&Postpaid Mobile & FWP Sales
- ✓ Monitor and analysis Service Level Agreement Adherence Levels for various customer requests and complaints \*Analysis of Complaints, Inquiries and Requests made by Customers.
- ✓ Retention,Call wrap ,Arpu ,Customer issue.

- Working Duration:- Sep 2006 to Nov 2008

## ➤ **Shift Incharge-Operator**

Wright India Ltd (One Of The Emami Group Of Companies), Production Department  
Automotive Manufacturing plant of High Quality Ball Pen Tips & Gel refills  
Kolkata, India

### **Duties & Responsibilities:**

- ✓ Managing a shift of 12 Peoples at plant to achieve maximum quality production
- ✓ looking after any Technical's problem of 3 Imported Automotive Gel Refills machines.
- ✓ Responsible for quality control of the product manufactured through Lab Testing.
- ✓ Monitoring the packing Procedure
- ✓ Responsible for daily production report.

- Working Duration:- Feb 2003 to Aug 2006

➤ **Relevant Skills:**

**Electronic Data Processing Knowledge:**

- ✓ Excellent in Microsoft Office Program:  
D.T.P.(Pagemaker,Ventura, Coreldraw,MS Office) Passed with Grade 'A'(74%) from Adcon
- Computer Centre (Behala,Kolkata),Typing Speed 40wpm
- ✓ CATC –(NCC) 31.07.98 To 11.08.98 from 31 BN NCC .
- ✓ CATC -1 (Interschool Sport Camp)1998 from 15.06.98 to 26.06.98 from 31 Bengal
- ✓ BN NCC at Saltlake ,India.
- ✓ Driving licence 4 Wheeler/2wheeler

➤ **EDUCATIONAL BACKGROUND:**

- ✓ Degree (AMIAE) in Automobile Engineering from The Institute of Automotive Engineers (Chennai),India
- ✓ Diploma (AMIMI) in Automobile Engineering from The Institute of Motor Industries (Chennai),India
- ✓ C.B.S.E, examination from Kendriya Vidyalaya , IIMC , Joka,kolkata,India

➤ **Relevant Qualifications:**  
**Languages:**

- ✓ English: Fluent in speaking and writing
- ✓ Hindi :Fluent in speaking and writing
- ✓ Bengali: Mother language

➤ **PERSONAL INFORMATION:**

- ✓ Fathers Name: Late. Sasanka Mohan Seal
- ✓ Nationality: Indian
- ✓ Marital Status: Married
- ✓ Date of Birth: Nov 1<sup>st</sup> 1978
- ✓ Place of Birth: Kolkata, India
- ✓ International Passport No: N8739601

DATE:- \_\_\_\_\_

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TIMIR BARAN SEAL







