

# SUDIPTO

# HALDER



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## PROFESSIONAL SUMMARY

Success-driven and highly-motivated sales & operation manager with **13+ years** of experience. History of strengthening compliance; improving processes; and elevating output, quality, customer satisfaction and employee morale to all-time bests.

Relied on to drive top-line and bottom-line gains. Eager to support the organization with knowledge of multichannel processes and value-added services.

## COMPETENCE

- Business Strategy and Planning
- Sales Process Optimization
- Sales Forecasting and Planning
- Market Research
- Lead Generation
- Sales & Marketing
- Revenue Generation
- P&L Management,
- Operation Management
- Product Management
- Project Management
- Key Account Management
- Identifying New Opportunities
- Client Relationship Management
- Cross-Functional Team Management
- Team Leadership
- Team Development
- Performance Analysis and Reporting
- Problem Solving

## EXPERIENCE

**Trans Neuron Technologies, (Bangalore)**  
Since April, 2022

### GM, Head Business & Growth

- Design and implement business strategies, plans and procedures.
- Analyse market research data to forecast state of competition and the anticipated challenges and prepare plan of action and countermeasures.
- Set annual, quarterly, and monthly business targets and goals and achieve them.
- Generate Revenue through hunting & farming and manage the complete P&L
- Monitor customer, market, and competitor activities to Identify emerging trends
- Plan the resource ramp-up and execute.
- Evaluate performance of employees by analysing and interpreting data and metrics.
- Maintain project timelines to ensure tasks are accomplished effectively
- Securing customer satisfaction overseeing all ongoing activities with the customer.
- Cultivating mutually beneficial relationships with strategic partners and alliances.

**Explorra (Ahmedabad)**  
December 2020 - April 2022

### Senior Business Manager

- Conducts long-term and short-term strategic research that informs the growth strategy of the organization.
- Track progress against plan by implementing strong processes & review mechanisms using well - defined metrics & KPI
- Market analysis, leads data analysis, reporting, and knowledge management to inform business development strategy and operations.
- Provides management and support for new business pipeline development, in consultation with Director.
- Establish and nurture relationships that fill business pipeline with prospective stakeholder.
- Coordinates closely with digital teams in all aspects of capture and proposal processes.
- Planning and overseeing new marketing initiatives.

## SKILLS SUMMARY

- Good interpersonal and communication skills with good ability to understand the requirements and provide appropriate consultation.
- Good statistical efficiency and knowledge of acquiring data from different sources to develop reports, and presentations.
- Conversant with all the technicalities, legal regulations, and standard operating practices employed by employer.
- Fine time management and team management skills.
- Ability to achieve immediate and long-term goals and meet operational deadlines.

## EDUCATION

West Bengal University of Technology  
BTech 2006-2010

## LANGUAGE

- English
- Hindi
- Bengali

## Mahendra Educational Pvt Ltd September, 2014 - November, 2020

### Head, South Cluster (Bangalore)

Region- Andhra Pradesh, Telangana, Tamilnadu, Kerala, Karnataka Jan 2017 - Nov 2020

- Achieving business goals and revenue targets of defined region
- Led the Operation, sales, business development, marketing, accounting, recruitment, training for the defined region and managed 150+ departmental staff.

### State Head, (Hyderabad)

Oct 2015 - Jan 2017

- Achieving business goals and revenue targets of defined region
- Led the Operation, sales, business development, marketing, accounting, recruitment, training for the defined region.

### City Head (Kolkata, Kochi)

Sep 2014 - Oct 2015

- P&L owner of a Business Unit
- Overseeing daily operations, managing budgets, and setting performance objectives.
- Developing and implementing business, marketing, and advertising plans.
- Managing internal and external stakeholder relations and negotiating contracts.
- Planning, evaluating and optimizing operations to be efficient and cost-effective

**Integra Technologies (Kolkata)**  
March 2014 - August 2014

### IT Recruiter

- Parse specialized skills and qualifications to screen IT resumes.
- Interview candidates combining various methods (e.g. structured interviews, technical assessments and behavioral questions).
- Arrange training for recruited personnel.
- Coordinate with IT team leaders to forecast department goals and hiring needs.

**Cognizant Technology Solutions (Kolkata)**  
July 2013 - February 2014

### Software Test Engineer

- Responsible for performing automated and manual tests to ensure the software created by developers is fit for purpose.
- Apply quality engineering principals throughout the Agile product lifecycle.
- Provide support and documentation.

**Tutor Owl LLC (Kolkata)**  
Jan 2011 - May 2013

### Trainer

- Creating a curriculum based on the best knowledge in the field.
- Diagnosing learning needs.
- Leading online discussions of the course material via forums & web chat.
- Evaluating student papers, projects, tests and other assessments.
- Maintaining records on student progress/grades.