



## SNEHEL BANERJEE

**Current City:** New Delhi (NCR)

**Hometown:** Kolkata

**Email:** snehelofficial@gmail.com

**Phone:** +91-8697845959

**LinkedIn:** [www.linkedin.com/in/imsnehel/](https://www.linkedin.com/in/imsnehel/)

### PROFESSIONAL SUMMARY

Experienced sales professional with over 3 years of overall expertise, including 2+ years in the IP Industry. Recognized with awards in 2022 and 2023 for outstanding sales performance. Known for exceptional organization, self-motivation, and a strong work ethic. A dedicated individual seeking to contribute to the organization's success by implementing strategic business plans, driving maximum sales, and optimizing revenue.

### KEY COMPETENCIES

People Handling | Business Development  
| Client Relations | IP Sales | US Sales



### INTERPERSONAL SKILLS

Team Leadership | Management & Coordination | Decision Making

### INTERESTS & HOBBIES

Travelling | Cooking

### LANGUAGES KNOWN

English | Hindi | Bengali

### PERSONAL DETAILS

**Mother's Name:**

Alpana Banerjee

**Father's Name:**

Late P.B Banerjee

**D.O.B.:** 16.10.1997

### EDUCATION

**PGDM in Marketing & Global Business** | EMPI Business School, New Delhi  
Year: 2019-2021

**Bachelor of Commerce (Hons)** | Vivekananda College, Kolkata  
Year: 2019

**Higher Secondary** | State Board, West-Bengal  
Year: 2016

**Secondary** | State Board, West-Bengal  
Year: 2014

### WORK EXPERIENCE



**Effectual Knowledge Services, Noida**  
**Designation:** Senior Associate  
**Duration:** 1<sup>st</sup> March 2022 to Present

- Adhered to long term business plans to ensure maximum profitability in line with organizational objectives.
- Effectuated business plans to attain maximum sales and optimum revenue.
- Drove efforts for Relationship/ Key Account Management; building/maintaining productive relationship with existing, new clients & key-decision makers for business development.
- Providing clients with competitive pricing structures with customized solutions.
- In Q4 of FY 2022-23, I received the "Outstanding Performance" award. Additionally, I was honored with the "You Are a Star" accolade in 2022 for exceptional customer service, and in 2023, I received the "Atlas" award for my significant contribution towards sales.*



**FarmOrigin Agrosience Private Limited, New Delhi**  
**Designation:** Assistant Sales Manager  
**Duration:** 13<sup>th</sup> September 2021 to 28<sup>th</sup> February 2022

- Corporate Gifting, Corporate Events, B2B Sales & Hunting new corporates
- Presenting the business offerings and explaining the benefits of the Product to the prospective corporate clients.



**ICICI Bank, New Delhi**  
**Designation:** Deputy Manager - I  
**Duration:** 8<sup>th</sup> March 2021 to 9<sup>th</sup> September 2021

- Client Service, Manage and Deepen Client Relationships.
- Managing the entire Banking and Financial needs of the customer as a Single Point of Contact from the Bank.
- Business Development for all Financial Services of ICICI.

### INTERNSHIPS



**Marico Limited, Kolkata**  
**Designation:** Summer Intern  
**Duration:** May 2020 to September 2020