

Suman Paul

+91 8100650666 | sumanlonglife@gmail.com | Baranagar, Kolkata, West Bengal - 700036

CAREER OBJECTIVE:

Dynamic Senior Territory Manager with 9+ years of experience specializing in project management within the Ed-tech sector. Proven track record of successfully overseeing complex B2B projects and ensuring seamless customer experiences. Proficient in managing multiple districts, liaising with government officials and handling diverse stakeholder relationships. Seeking to leverage extensive project management expertise to drive impactful initiatives and contribute to organizational success.

WORK EXPERIENCE:

Databrain Coachtech Pvt. Ltd. (Mar 2024 – Present)

- **Project Manager**
 - Led multiple Domestic BPO Project & Employee Recruitment.
 - Handling 20+ team members & Office management.
 - Prepare daily report & set target to achieve goals.

EnglishHelper Education Technologies Pvt. Ltd. (Nov 2015 – Mar 2024)

- **Project Manager (Oct 2022 – Mar 2024)**
 - Led project management initiatives across Odisha, overseeing installation, training, and assessment processes.
 - Enhanced project monitoring, evaluation, and reporting mechanisms, ensuring accountability and transparency.
 - Developed and implemented strategies to streamline operations and optimize project outcomes.
- **Senior Territory Manager (Mar 2019 – Oct 2022)**
 - Managed districts across multiple states, including West Bengal, Maharashtra, Assam, Delhi and Uttarakhand.
 - Implemented robust monitoring and evaluation frameworks to track project progress and identify areas for improvement.
 - Provided leadership and mentorship to junior team members, fostering a culture of excellence and continuous learning.
- **Territory Manager (Nov 2015 – Mar 2019)**
 - Conducted software installations, teacher training workshops, and user feedback sessions to optimize product performance.
 - Monitored project implementation, collected feedback, and reported on project outcomes to senior management.
 - Collaborated with internal stakeholders to address customer needs and drive product enhancements.

SKILLS:

- Leadership and Team Management
- Analytical Thinking and Data Analysis
- Effective Time Management
- Flexibility and Adaptability in Dynamic Environments
- Confident Communication and Stakeholder Engagement
- Problem Solving and Innovative Solutions
- Media Production Skills: Film Direction, Video, Photo & Script Editing, YouTube management
- Financial Literacy: Stock Market, Share Market, Investment & insurance Knowledge

ACADEMIC QUALIFICATIONS:

- M.sc (MATH.), Annamalai University 2017
55.75% marks
- B.sc (Hons.), Calcutta University 2015
50.21% marks
- Higher Secondary, W.B.H.S.E 2012
56% marks
- Secondary, W.B.B.S.E. 2010
63% marks

CERTIFICATIONS:

- IRDAI Exam (Agent in life insurance) - 2023
- FA (Financial Accounting) [ICA] - 2016
- Pharmacy Assistant [S.T.S.M.T.] - 2016
- DTP (Desk Top Publishing) [N.S.C.E.] - 2013
- Computer Hardware [N.S.C.E.] - 2012
- Computer Basic Course [N.S.C.E.] - 2011
- Soft Skills (Spoken English) [N.S.C.E.] - 2011
- Computer Programming [I.C.E.] - 2011

PERSONAL DETAILS:

- Date of Birth: 10th June 1994
- Father's Name: Sankar Paul
- Marital Status: Unmarried
- Gender: Male
- Nationality: Indian
- Religion: Hindu
- Caste: OBC