



PRITAM MISTRY

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Accomplished professional with experience in Operation, Sales & Business Development.
Currently targeting Business Analysis/CRM/Stakeholder Management/Key Account Management related profile

SOFT SKILLS



IT SKILLS

Operating System:

Windows 2000/XP/7/8/10

CRM:

HubSpot, Salesforce(Basic), Tally

Documentation and Data:

Microsoft Word, Microsoft Excel, Microsoft One Note, Microsoft PowerPoint, Microsoft Outlook, Notepad, WordPad

Language:

SQL, Basic Training on C and C++

Other Tools:

PoS, Sendinblue(Digital Marketing), Canva(ContentEditing), SalesNavigator(LinkedIn)

PROFILE SUMMARY

- Offering 5+ years of experience across Sales, Business Development and Customer Relationship Management in various industries & domains
- **IIBA endorsed Certified professional in Business Analysis, SAP endorsed Agile & Scrum Certification from Imarticus**
- Proven track record of multiple domain experience with sales and operational skills, helped understanding different organizational structure
- Exposure in enhancing process control & working in the environment of end to end collaboration and communication with the stakeholders
- Forward-focused Business Analyst providing direction for developing organizational processes, framework and methodology

Key Skills:

- Due Diligence
- Research & Data Findings
- Business Analysis
- Business Strategy & Execution
- Sales & Business Development
- Reporting & Documentation
- Cross-functional Coordination

CERTIFICATIONS

- **IIBA endorsed Certified professional in Business Analysis, SAP endorsed Agile & Scrum Certification from Imarticus** in 2019
- Certification on **The BA Guide endorsed Business Analysis Fundamentals (Udemy)** in 2019
- Certification on **The BA Guide endorsed Agile Fundamentals: Including Scrum and Kanban (Udemy)** in 2020
- Certification on **SQL (SQL Bootcamp 2021)** in 2021
- Completed basic structured certification on C, C++ and Datastructure with NIIT in the year of 2011

NOTABLE ACCOMPLISHMENTS ACROSS THE CAREER

- Achieved 2nd highest monthly target of 2.2lac as a first month performer
- Got promoted within 6 months to senior supervisor; rated amongst top 10% of the joiners
- Achieved appreciation for demonstrating optimized resource usage and achieving an industry-wide maximum yield of 75% by reducing waste by 15% (from 40% to 25%)
- Participated in International Cultural Seminar in NUAA, China and awarded Certification of Appreciation for representing indian work and social culture

ACADEMIC DETAILS

- MBA (Marketing and International Business) from Amity Business School, Amity University and NUAA, China (Dual Degree Masters Exchange Program) in 2015 with 76 percentage of marks
- B.Tech. in Food Technology from Hadia Institute of Technology, WBUT in 2012 with 72 percentage of marks
- Higher Secondary (+2) from BCMS High School with 67 percentage of marks
- Secondary (10th) from BCMS High School with 86 percentage of marks

ORGANIZATIONAL EXPERIENCE

Organizations	Key Result Areas:
BK Electricals (Soul Proprietorship/ Family) Jan'19-Oct'20	<ul style="list-style-type: none">• Worked closely with the local market to promote and push products in the market (Electrical Goods)• Incorporated B2B deals for higher value sales• Managed dealer acquisition and co-operation (Inventory/SCM)• Conducted promotional activities as marketing campaign for the business• Incorporating Online 3rd Party Vendor Sales Management (amazon.com/in)
SZI Technology(IT Web Solution), Kolkata as Account Manager Sep'18- Dec'18	<ul style="list-style-type: none">• Evaluated industry dynamics and gathered knowledge on IT web solution products• Liaised with the existing and new clients on products up-selling• Coordinated with major clients in North America and Canada effectively
MindsMapped Consulting LLC (Ed-tech), Bengaluru as Inside Sales Associate Aug'17- May'18	<ul style="list-style-type: none">• Actively analyzed requirements and goals of the clients in North America and Canada as a course coordinator• Advised candidates for best option to achieve career goal and executed effective learning process• Collaborated with instructors around the world and directed session performance conducted over webinar• Led a cross-functional team and coordinated with IIBA (International Institute of Business Analysis) for company accreditation activities• Drafted course content and curriculum according to the IIBA standard

Oct'16 - Jul'17

Lenskart Online Solutions PVT LTD (E-commerce/Retail), Bengaluru as Sales Advisor

Jan'16 - Oct'16

Crownit Online Services PVT LTD (E-commerce/Fin-tech), Bengaluru as Business Development Executive

Feb'12 - Aug'13

MPS Food Pvt. Ltd. (FMCG/Retail), Kolkata as Production and Operational Supervisor

TRAINING

- Title : **Certified Business Analyst**
Learning:
 - Engaged with client to gather software requirements/business rules, and ensure alignment with development teams
 - Ability to translate stakeholder requirements into different tangible deliverables such as functional specifications, user cases, user stories, workflow/process diagrams, data flow/data model diagrams
- Title : **Change Management and Agile Coach**
Learning:
 - Trained on managing development team through SDLC using Agile methodologies
 - Utilized various project management techniques to effectively facilitate change management in the team
 - Incorporated capacity planning into sprint planning sessions through Agile Scrum methodologies

PROJECTS

- Title : **Consumer Decision Making and Market Analysis (Saint Gobain Weber)**
Description:
 - Analyzed consumer's decision making process on purchasing tiles and its ancillary products by collecting Sample data on consumer's demand and need
 - Conducted live campaigns and interacted directly with the existing customers about the different categories & products used on project sites and their interest for choosing a particular brand for the required category
 - Analyzed a competitive study of tile and stone adhesive and grouts in the retail market, and established SWOT analysis on the basis of project data
 - Provided insights regarding the purchasing behavior and scope of selling for high value items
- Title : **The International Trade Fragmentation in Automobile Industry between China and India**
Description:
 - Linear Programming modelling to demonstrate minimizing cost of production
 - Conducted comparative study for outsourcing company selection using linear optimization process

PERSONAL DETAILS

Date of Birth: 25th March, 1991
Languages Known: English, Hindi & Bengali