

RANADEEP DUTTA

About Me

A competent professional with 4+ years of experience in the core area of Logistics and Supply Chain Management and Operations with a passion in the financial markets. I have gained experience while working with several formal and informal transportation and textile companies, hence having the knowledge of how they work and operate. Skilled in Warehouse and Inventory Management Systems, Export and Import Logistics Management, Supply Chain Management, Distribution Center Operations, financial reporting, processing invoices and conducting transactional functions. Able to identify and rectify discrepancies to prevent loss, improve accuracy and efficiency and achieve financial objectives. Able to offer support with supplier enquiries, interact and communicate cross functionally across various departments .

Experience

March 2020- Jan 2024

Nabina Booking Agency

Business Development Manager

Key responsibilities:

- Actively optimize transport volumes, revenue, and margins to achieve optimal results.
- Formulating effective sales strategies by gathering market intelligence, seizing opportunities, and monitoring market trends, including pricing and innovations.
- Creating customer relationships by anticipating and understanding their needs and delivering immediate and proactive service.
- Addressed potential issues and conflicts proactively, fostering positive collaboration and cooperation with team members, hence preventing recurring problems.
- Maintaining comprehensive records of customer data, quotes, and transactions within company systems.
- Created a customer-focused, cooperative, and team-oriented culture consistent with the company's core values.

Achievements:

- Boosted company revenue by 40% during the first year of employment.
- Built effective relationship with new clients with 70% retention rate.

Soft Skill

- Interpersonal Skill
- Positive Attitude
- Team Collaboration
- Time Management
- Networking
- Multi-taking
- Leadership
- Adaptability

Hobbies

- Trading
- Swimming
- Basketball
- Chess
- Driving

Language

- English
- Bengali
- Hindi



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EDUCATION

Bachelor of Science in
Economics

University of Calcutta
Completed in 2021

Higher Secondary in Economics,
Statistics and Mathematics
under WBCHSE

St. Lawrence High School
Completed in 2018

KEY SKILLS

Sales and Negotiation

Networking

Presentation Skills

Financial Analysis

Marketing

MS Office (PowerPoint, Excel, Word)

Power Bi