

ROLL NUMBER: P24703048



Rajarshi Mallick  
Male

DOB

09-Nov-2001

TECHNICAL SKILLS

- MS Office
- Ms Project
- Power BI
- Tableau

PERMANENT ADDRESS

Vill,po-Khatul Post - Khatul District -  
Hooghly  
City: Hooghly  
State: West Bengal  
Pincode: 712611

LANGUAGE

- Hindi
- English

INTERESTS

- Reading

SUMMARY OF QUALIFICATION

| Course / Programme | Board / University Name                         | CGPA/ (%) | Passing Year |
|--------------------|-------------------------------------------------|-----------|--------------|
| MBA-NBS            | NICMAR University, Pune                         | NA        | 2026         |
| Graduation         | NETAJI MAHAVIDYALAYA ARAMBAGH                   | 74.4      | 2022-Jul     |
| Intermediate       | WEST BENGAL BOARD OF HIGHER SECONDARY EDUCATION | 74.33     | 2019-May     |
| High School        | WEST BENGAL BOARD OF SECONDARY EDUCATION        | 72.57     | 2017-May     |

INTERNSHIP / PROFESSIONAL TRAINING (Total Duration: 7 Weeks)

Vanguard Ventures

19-May-2025 - 10-Jul-2025

7 Weeks

PROFILE: Sales Intern (Real Estate & Market Development)

Roles & Responsibilities:

Business Development & Market Expansion

- Onboarded and developed 70+ channel partners, expanding market reach and lead pipeline
- Executed 350+ outbound calls & follow-ups to drive partner engagement and opportunities
- Supported new account development across Mumbai real estate projects

Stakeholder & Relationship Management

- Managed relationships with channel partners, brokers, and clients
- Re-engaged inactive partners to improve collaboration and pipeline strength
- Coordinated with internal sales and closing teams for smooth execution

Market Mapping & Analysis

- Conducted location analysis, competitor benchmarking, and SWOT analysis
- Analyzed pricing, infrastructure, and positioning to support sales strategy
- Provided on-ground insights for business development planning

Client Engagement & Sales Execution

- Generated leads and facilitated 6+ client site visits independently
- Delivered project presentations and handled client queries effectively
- Supported lead tracking, follow-ups, and conversion pipeline

Key Achievement

- Expanded partner network by 70+ CPs and drove 6 independent client visits

PUBLICATIONS DETAIL

Comparison Based on Consumer Satisfaction Survey of Parle and Britannia Biscuits for Pune City (2026)

Contributed to a quantitative research study in the FMCG sector involving survey data collection and analysis to evaluate factors influencing demand, including pricing, product availability, distribution reach, and customer loyalty. The study provided insights into consumer purchasing patterns and the impact of retail channels and supply networks on repeat purchases.

ACHIEVEMENT DETAIL

- NICMAR DANCE CLUB 2024-2026
- Cultural competitions -1. Bangiya sangeet Parishad - Chabir Desh Art school - Drawing 2. Calcutta Talent Search School - Drawing-Painting