

ROLL NUMBER: P24703048



Mr. Rajarshi Mallick
Male

DOB

09-Nov-2001

TECHNICAL SKILLS

- MS Office
- MS Project
- Power BI
- Tableau
- SPSS
- Microsoft Excel
- SmartPLS
- Zapier

PERMANENT ADDRESS

Vill,po-Khatul_x000D_ Post -
Khatul_x000D_ District - Hooghly
City: Hooghly
State: West Bengal
Pincode: 712611

LANGUAGE

- ENGLISH
- HINDI
- BENGALI

INTERESTS

- Painting
- Travelling
- Dancing
- Acting

Profile Verification Status

- 10th Marksheet/Certificate is not verified.
- 12th Marksheet/Certificate is not verified.
- Graduation Marksheet/Certificate is not verified.
- Aadhar Card is not verified.
- PAN Card is not verified.
- Project / Internship details are not verified.
- Certification details are not verified.

SUMMARY OF QUALIFICATION

Course / Programme	Board / University Name	CGPA/ (%)	Passing Year
MBA-NBS	NICMAR University, Pune	NA	2026
Graduation	THE UNIVERSITY OF BURDWAN	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: 14 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

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CERTIFICATION DETAIL

- Inbound Certificate
- Content Marketing Certification

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