



## CEO, Wheels & Wings

### Debasish Chakraborty

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#### CAREER OBJECTIVE

To utilize my skills in the best possible way for achieving the company's goal and to solve problems in effective and creative manner in a challenging position.

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#### PROFESSIONAL COMPETENCIES

- Anticipation and identification of problems and prompt action taking after proper analysis.
- Can adapt to changing and challenging environment calmly.
- Integration between different departments, and activities, and ability for multitasking.
- Acting as a profit center head and ensuring continual flow of profit.
- Ability to understand internal and external client in terms of short term or long term objective.
- Strategic networking with different stakeholders, including government departments.
- Handling regulatory compliance both internal and external.
- Managing pre-qualification process, and tender bidding.
- Ability to make responsible decisions, under the frame work of company's regulation.
- Effective communication skills with accuracy and courteous manner.

#### PERSONAL COMPETENCIES

- Well versed in MS Word/ Excel / Power point and with business portals
- Fluent in English / Bengali / Hindi and basic proficiency in French.
- Analytical mind for any kind of reports.
- Sales Force Effectiveness Training.
- Logistic Management.
- Project Management.

#### AREAS OF EXPERTISE

- Hotel booking Sales Strategy
- Airline ticket booking (Galileo Trained)
- VISA
- B2B Travel Web portal
- MICE
- Competition Follow up
- Sales & Marketing
- Team Building
- Client response survey
- Overseas Revenue Management
- Performance analysis & reporting
- Campaign & Event Management

## AWARDS

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Two times National Sales Award Winer in GSK Pharmaceuticals

## CAREER HISTORY

### CEO

Wheels & Wings, Kolkata

*September 2007 to Till date*

#### *DUTIES*

- Formation of Company.
- Recruiting Staffs and complying with government regulations.
- Recruiting sales agent for B2B operation.
- Prequalification process implementation for corporate.
- Product segmentation and sales communication.
- Identification potential buyer and communicate with them and ensure sales.
- Act as Profit Center Head and ensuring ROI.
- Coordination with all vendors.
- Managing overall administration and finance

### Professional Service Representative

Glaxo Smithkline Pharmaceuticals, India (Eastern Part) & Nepal

*August 1990 to September 2007*

#### Duties

- Sales & Marketing
- Event Coordination
- Chanel Sales Management

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## ACADEMIC QUALIFICATIONS

### Calcutta University (India)

Bachelor of Science

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## REFERENCES

Available on request.