



SOUMYO CHAKRABORTY

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EXPERIENCE

Blue Copper Technologies, Kolkata

Business Executive, Sales & Business Development

June 2021 – Feb 2023

- Served as a core member of the Sales team, driving B2B sales of IT solutions to clients across Asia-Pacific and US regions; successfully closed deals worth 50L+ annually across key offerings such as AI-powered sales productivity tools, MRP software, and logistics management platforms.
- Led a team of 12 members, including sales and business development representatives.
- Managed end-to-end delivery of ongoing projects and led the scoping of new initiatives, contributing to a 30% increase in project acquisition rate by aligning IT solutions with evolving client needs.
- Handled key client accounts across geographies, maintaining a 95% client satisfaction rate and contributing to a 20% increase in client retention each quarter.

Tata Consultancy Services, Kolkata

System Engineer, Consultant

Oct 2018 – May 2021

- Contributed to multiple initiatives involving full-stack software development, CI/CD DevOps pipeline implementation, and database analysis.
- Designed and implemented robust development pipelines using Jenkins, Git, and Maven, reducing deployment time by 40% and improving code integration quality.
- Worked closely with stakeholders to analyze business requirements and translate them into scalable technical solutions, contributing to a 25% increase in project throughput.
- Participated in agile ceremonies including daily stand-ups, sprint planning, helping improve team delivery velocity and collaboration.

INTERNSHIP

Blue Nile & The Flamboyant Restaurant & Lounge, Kolkata

F&B Sales Consultant

Jan 2025 – Apr 2025

- Spearheaded B2B and B2C sales initiatives & curated marketing strategies for two leading restaurant chains, driving a 20% increase in monthly reservations and boosting high-margin menu item sales through targeted promotions and upselling strategies.
- Managed key client relationships, securing partnerships and bulk corporate orders that contributed to a 25% revenue growth across both chains, while ensuring exceptional guest satisfaction and repeat business.

Databazaar Digital, Kolkata
Management Intern

Oct 2024 – Dec 2024

- Assisted in planning and launching 5+ promotional campaigns, contributing to sign-ups and lead generation for eCommerce customer services.
- Collaborated with the marketing team to analyze campaign performance metrics, helping in optimization.

Sandy Resort Pvt Ltd, Bhubaneswar
Marketing Intern

May 2024 – July 2024

- Acquired 10+ new corporate clients and supported ARC negotiations for 15+ RSOs, reducing contract closure time by 20% and boosting client satisfaction.
- Used sales data to guide strategic growth plans, driving an 18% increase in regional sales.
- Created data-driven digital content and sales strategies, increasing customer satisfaction by 30% and repeat business by 20%.
- Improved in-house restaurant performance via employee surveys and dynamic pricing, cutting costs by 15% and raising daily revenue by 20%.

EDUCATION

KIIT School of Management, Bhubaneswar
MBA (Masters) in Marketing; Cumulative GPA: 7.3

2023-2025

College of Engineering & Management, Kolaghat
B.Tech (Bachelors) in Computer Science; Cumulative GPA: 8.03

2014-2018

Patha Bhavan, Kolkata
Higher Secondary (12th), 2014, Science, 64%

South Point High School
Secondary (10th), Science, 2012, 81.4%

SKILLS

Technical: Microsoft Office, SQL, Power BI

Management: Stakeholder management, Leadership

Certifications & Training: Google Analytics, Digital Marketing, Six Sigma, Strategic Marketing

Activities/Hobbies: Athletics, Photography, Content Development