

CURRICULUM VITAE



ZEMI SEN

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CAREER OBJECTIVES:

Looking for an opportunity to utilize my acquired skills and training that I have gained from my master's degree it will help the company and to my future peers grow. I want my efforts to make a considerable difference to the company and help in their consequent success.

WORK EXPERIENCE:

Organization : Aludecor Laminations pvt ltd

Duration : 3rd May 2021 to Present

Location : Kolkata

Job role : Business Analyst

Description :

- Sales Data Analysis consist of evaluates and identifies trends in sales by analyzing Compiling, analyzing, and reporting targets to the sales team according to historical data using advance Excel and Tableau for Data representation. Monitoring and analyzing competitive activity, customer, and market trends. Providing actionable insights to guide the sales and marketing teams. Contributing to the development of sales plans and objectives.
- Data preprocessing to analysis for the better decision making for the organization that will achieve the organization's mission.

Organization : Foxin

Duration : 11th January 2021 to 28th April 2021

Location : Kolkata

Job role : Product Executive

Description :

- Online listing track record of e commerce sales making different dashboards for sales forecast, conceptualizing designing launching and constantly Focused on using consumer data and insights to transform marketing process, product assortment and customer experience,
- On the basis of market research and customer requirements and extensive competitive Analysis proposed end to end strategy of new products, focused on retention and client engagement.

Organization : Tradeindia

Duration : 23rd December 2020 to 7th January 2021

Location : WFH

Job role : Senior Executive

Description :

- I was working remotely to assist customer which includes creating awareness of our products, consultant business , giving advice for promotion ,generating leads and retaining customers.

- Fostered strong relationship with customers and strategic association to elevate brand awareness through cold calling

Organization : AASTHA REAL ESTATES
 Duration : 16 months (4th September 2017 to 21st January 2019)
 Location : Kolkata
 Job role : JUNIOR CIVIL ENGINEER

Description :

- Used AUTOCAD to create many structural building ,Assist in field work for Support work , giving advice for merchandising talking with stakeholders for further business discussion , making different design using autocad and present them to business purposes

INTERNSHIP :

Organization : Bennett Coleman Co. Ltd. (Times of India)
 Duration : 2 months (14st July 2020 to 25st August2020)
 Location : Kolkata
 Job role : Result and Market Development (inside sales)
 Description :

- Tele sales intern where I was working remotely to assist customer which includes creating awareness of new offering , generating leads and retaining customers.
- Fostered strong relationship with customers and strategic association to elevate brand awareness through cold calling
- Awarded “outstanding performance” for consistently achieving sales target throughout 45 days .(target 10 I was achieved 13 including my personal connection)
- Provide outstanding customer service , receiving 96% in customer service feedback surveys
- Maintain accurate and attractive vendor connection ensuring strategic placement of products in order to make long term customer relationship.
- Assist up to the time when customer gets their daily newspaper in a fruitful way.

Organization : PCS Global pvt ltd
 Duration : 2 months (3st June 2020 to 3rd august 2020)
 Location : Kolkata
 Job role : DIGITAL MARKETING

Description :

I was responsible for brand management , customer interaction ,making poster and video for promotion through filmora .posting different attractive content on different social media to target our customer.

EDUCATION:

| Examination/ Degree | Institution | Performance | Year of Completion |
|---|-------------------------------------|---|--------------------|
| MBA (Business analysis, managerial business intelligence) | Institute of engineering management | CGPA= 9.25(till 3 rd semester) | 2021 |

| | | | |
|---|---|------------------|------|
| B tech (Civil Engineering) (WBUT) | Dr. Sudhir Chandra Sur Degree Engineering College | DGPA = 7.72 | 2017 |
| Higher Secondary Education (12 th) (WBCHSE) | Riverthomsh om Girls High School | Aggregate = 62% | 2013 |
| Secondary Education (10 th) (WBSE) | Riverthomsh om Girls High School | Aggregate =71.5% | 2011 |

PERSONAL PROFILE:

Date of Birth: 16th March,1996
Father's name: Dulal kumar sen
Sex: Female
Nationality: Indian
Language known: English, Hindi and Bengali.
Hobbies: Painting, cooking, fashion influencer

COMPUTER PROFICIENCY:

Programming Languages : Python jupyter notebook (numpy, pundas, matplotlib, seaborn, tensorflow) , R programming

Database Technology : SQL.

Data visualization : Tableau, Advance excel (data analysis)

Operating System : Windows-XP/7/8/10.

Office Tools : MS-Word, Advance MS-Excel, MS-PowerPoint.

✓ MACHINE LEARNING ALGORIHTHS AND DEEP LEARNING

SOFT SKILLS:

- Very good logical and analytical skills
- Excellent in interpersonal and decision making ability
- Good Communication skills

CERTIFICATION:

| Name of Organization | Training Title | Training Specifications |
|--|--------------------------------------|---|
| MSME TOOL ROOM KOLKATA (CENTRAL TOOL ROOM & TRAINING CENTRE) | AUTOCAD 2015 with 2D & 3D | Introduction , Format , Tools , Draw , Dimension , Modify , Parametric , Express |
| MSME TOOL ROOM KOLKATA (CENTRAL TOOL ROOM & TRAINING CENTRE) | 3DS MAX | Introduction , Format , Tools , Draw , Dimension , Modify , Parametric , Express |
| NUSS, GOOGLE DIGITAL UNLOCKED | DIGITAL MARKETING | Introduction, the basic knowledge of SEO , the fundamentals of digital marketing by Google digital unlocked. |
| UNIVERSITY OF VIRGINIA (SPONSERED BY COURSERA) | MARKET ANALYSIS | Overview of descriptive, predictive and prescription analysis with live examples. |
| GUVI TECH DESERVE | PYTHON | Uses of different tools ,objective oriented programming using Scripting language SQL, Script editor by anaconda (jupyter Notebook) |
| COGNITIVE CLASS IBM SPONSERED | INTRODUCTION TO DATA SCIENCE | Basic overview of data science- " how does it work?" |

TRAINING PROJECTS UNDERTAKEN/INDUSTRIAL VISITS IN B TECH:

Industrial training =

*Cousin associates

Projects =

- *base isolation
- *water distribution system
- *g+6 storey building

DECLARATION,

I hereby declare that the information given above is true to the best of my knowledge and belief and can be supported with reliable documents when needed

Place: Kolkata

