



Piyas Dey Sarkar

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GitHub: <https://github.com/piyasdey-analyst>



Linkedin

Career Objective

Results-driven sales professional with proven experience in strategic market expansion, client relationship management, and sales analytics, aiming to contribute to business growth while building strong, long-term partnerships in a dynamic and growth-oriented organization.

Work Experience

Senior Sales Executive

Bionics Concrete Chemical Company Limited

Jashore, Bangladesh
February 2024 –Present

Job Responsibility:

- ✓ Strategic Market Expansion: Drive revenue growth by identifying and securing new B2B partnerships within the construction and chemical industries.
- ✓ Data-Driven Sales Analysis: Utilize data management techniques to track sales KPIs, analyzing monthly revenue trends to optimize territory performance.
- ✓ Client Relationship Management: Manage high-value accounts, providing technical consultations on concrete chemical applications to ensure project success and client retention.
- ✓ Cross-Functional Collaboration: Coordinate with the logistics and finance departments to ensure seamless order processing and payroll accuracy for the sales team.
- ✓ Reporting & Forecasting: Generate detailed sales forecasts and performance reports for senior management, leveraging analytical tools to predict market shifts.
- ✓ Market Coverage Optimization: Strategically expanded territorial reach by identifying untapped regional opportunities, resulting in a measurable increase in active B2B accounts and brand presence.

Academic Qualification

Masters of Business Administration (MBA)

Siddheswari College, Dhaka.

National University, Gazipur, Bangladesh.

Major: Accounting

Passing Year: 2023

CGPA: 3.18 out of 4.00

Bachelors of Business Administration (BBA)

Siddheswari College, Dhaka.

National University, Gazipur, Bangladesh.

Major: Accounting

Passing Year: 2021

CGPA: 2.98 out of 4.00

Higher Secondary School Certificate in Business Studies

Mawlana Abdul Hamid Khan Degree College, Tangail.

Business studies

Passing Year: 2015

GPA: 3.83 out of 5.00

Secondary School Certificate in Business Studies

Sammilani Institution, Jessore.

Business studies

Passing Year: 2013

GPA: 4.38 out of 5.00

Training And Project Experience

Data Analytics & Business Intelligence

Completed at Data Solution 360, 2025.

Completed a Data Analytics & Business Intelligence program at Data Solution 360. Gained practical experience in data analysis, visualization, and business reporting using Power BI, Excel, and MySQL. Developed strong skills in data cleaning, data modeling, and building interactive dashboards to simplify complex information and support decision-making.

In MySQL, completed projects focused on Pizza Sales Analysis. Cleaned, transformed, and analyzed sales data to identify business trends, customer purchasing behavior, and product performance.

GitHub Link: https://github.com/piyasdey-analyst/MySQL_project

In **Power BI**, created dashboards for Sales & Customer Insights and Healthcare Data Analysis. Tracked KPIs such as total sales, customer behavior, patient admissions, and resource utilization to support business and operational decisions.

GitHub Link: <https://github.com/piyasdey-analyst/Sales-Customer-Dashboard>

GitHub Link: <https://github.com/piyasdey-analyst/Healthcare-Dashboard>

Key Skills

Computer skills:

- ✓ MS Office (Word, Excel, PowerPoint) and application software.
- ✓ Have intermediate-level knowledge on ERP.
- ✓ Experienced in turning complex data into easy-to-understand dashboards using Power BI.
- ✓ Skilled in using MySQL to collect, organize, and analyze data for clear business insights.

Language proficiency:

- ✓ Well versed in speaking, reading, listening and writing in English.
- ✓ Well versed in speaking, reading, listening and writing in Bangla.

Interpersonal Skills:

- ✓ Good communication skills, Responsibility and Discipline of work, Respect for other's work, Teamwork & Collaboration, Leadership, Problem solving.

Awards & Achievements

- ✓ Vice president of the business club, Dept. of Accounting, Siddheswari College, Dhaka.
- ✓ Awards and certificates in ICMA case study competitions in the College.
- ✓ I have got a certificate from Data Solution 360 in Data Analysis and Business Intelligence.
- ✓ I won the Power BI assessment at Data Solution 360.

Extra-Curriculum Activities

- ✓ **University Case Competitions:** Worked with teams to solve real-world business problems, improving my problem-solving and teamwork abilities.
- ✓ **Volunteer & Community Service:** Contributed to local social initiatives and awareness campaigns, learning the value of giving back.
- ✓ **Sports & Team Activities:** Played team sports that helped me develop discipline, cooperation, and time management.

References

Ripon Dey Sarker
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Declaration & Signature

I hereby confirm that all the information provided above is true, accurate, and complete to the best of my knowledge, and I will promptly update any changes if required.



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Piyas Dey Sarkar