

RESUME

Bibhusampad Sahoo

**MBA with 5.02 years
experience in Business
Development and Operation**

Contact Information:

Present Address

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Kalikapur, Kolkata.India

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Personal Data

D.O.B

02nd July1988

Sex

Male

Languages Known:

Oriya, Hindi. English,

Hobbies:

Listening to music, Playing
Badminton and Volleyball.

Parmanent Address:

Uday Path lane,Nayagarh,
Orissa, India

Residence No.

+918820135587

Career Objective

I am Looking for a challenging and rewarding position in Marketing, where I will use my skills, experiences and Learning in the field work for the growth of an organization. My learning will put force my experience to meet my personal goal as well as the corporate goal.

Work Experience No. 2 (From Oct-10 to Till date)

- **Company** – Manikaran Power Ltd.
- **Description** –Power Trading, Renewable Energy Certificate Trading & Wind scheduling industries.
- **Designation** – Deputy Manager.
- **Location** – Kolkata, West Bengal.

Skills and Responsibilities (Operation)

- **Coordinate** the clients for their daily Power trading.
- Day to day / Month wise **Price trend Analyse** for Exchange Platform and suggesting the best price to respective clients as per their requirements.
- Execute the client's order at the best prices.
- **Regularly following-up** with clients and handling their quarries.
- Advising Clients on their portfolio and **margin limits**.
- Attend client's calls and addressing **process queries** from Operations.
- Bidding related all record maintaining.
- Bulk circulation of Market result to clients.
- Sending all the reports of Power trading (**Obligation Summary, Injection & Drawl schedule**) in time.
- Maintaining the **OBMS (Online Bids Management Systems)** of Manikaran's own Client based Software.
- NOC remainder and **NOC** from SLDC/Client, and send to Exchange.
- **Aware the clients** about the **rules and norms** of their respective **SLDC** from time to time with regular circulation of new amendments.
- Process Different types of trading like: - **DAM (Day Ahead Market) & TAM (Term Ahead Market)**.
- **Maintaining and processing** the **bilateral transactions** to the Respective clients, SLDC & Respective RLDCs.

In Spite of all above responsibilities, I am handling our new project on Wind Scheduling (Operation Part).

- Aware the wind generators about the **RRF (Renewable Regulatory Fund)** mechanism.
- Forward the **forecasted Schedules** to the respective **Wind Generators** and **SLDCs**, which has been generated by our forecaster.
- Maintain all the records regarding wind scheduling.
- **Guide the clients** (Wind generator and Developers) about our new wind forecasting software.
- Prepare manually the wind forecasted generation schedule.
- **Supervise our software** regarding data fetching from our ftp://

RESUME

Skills and Responsibilities (Business Development)

- Find the **prospective clients** who do have their open access availability on their respective state.
- Take the follow up **guide them for their better understanding** and to clarify all the doubts and cost effective.
- Guide them, how they can get best **cost benefit** if they buy power through IEX (INDIAN ENERGY EXCHANGE) rather than their State electricity board.
- It's not only to find the prospective client and give the business to clients but also provide the best alternate solutions as per their requirement.
- Make the agreement with the client from the state where open access is not approved but we try to bring the issue to respective SLDCs and try to improve of the situation from different scenario.
- As MANIKARAN POWER LTD is a leading member in power exchange, it always tries to put something new every time.
- More over offer a competitive trading margin to increase the client count as well as business benefit.
- For better benefit to the clients, it is very important to get **direct contact with the state electricity board** and to get **NOC (No Objection Certificate)** on behalf of client.
- Help the client in the process for applying NOC directly in their respective SLDCs.
- **Co-ordinate the client** with their respective SLDC for future benefit of the client.
- **REC (Renewable Energy Certificate)** related Matter Also take care.
- According to the clients need and requirement, the solution has been made.

Work Experience No. 1 (From Jan-10 to Jun-10)

- **Company – IIPM(Indian Institute for planning & Management)**
- **Description –** It is Educational Management institute.
- **Designation –** Asst. Relationship Manager
- **Location –** Bhubaneswar.

Skills and Responsibilities

- To take care of the **promotional part** of the Institute.
- **Create New CEPs** to make the promotion more smoothly.
- **Advising the CEPs** with requisite information regarding the institutional condition.
- **Organising Promotional aspects** for promoting and guiding the students directly for their attention towards management colleges.
- **Supervising back office work.**

Educational Qualification

Masters of Business Administration (MBA) :

- **Specialization –**Marketing & Finance.
- **College –** Institute of Management Bhubaneswar, (Bhubaneswar).
- **Year of Passing –** 2010

Bachelor of Commerce (Bcom. Accounting Honrs) :

- **Specialization –** Accounting.
- **Marks Obtain –** 60%
- **Year of Passing –** 2008

RESUME

Computer Proficiency

- **Operating System** – WINDOWS
- **Spreadsheets** – MS Office (word, excel, power point)

Processional Strength

- I am a good communicator.
- Able to handle a team.
- I am a quick learner
- Good relation maintaining ability.
- Enthusiastic while as a part of a project & always try to take the initiative to manage the work-in-progress.
- Flexible enough to adopt changing working environments, subordinates & superiors and shifts.

Declaration

I hereby declare that the above information is true to my knowledge and belief.

Place : Kolkata

Date :

(Bibhusampad Sahoo)