***R E S U M E***

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| **Dinesh Kumar Sahu**  **Cell :: +919717799089,+919716041191 Email ::** [dipankardinesh4u@gmail.com](mailto:dipankardinesh4u@gmail.com)  dipankardinesh4u@yahoo.com  **Address ::**  House No-106,Kirti Nagar,Sector 15,Part-1  GURGAON,HARIYANA,Pin-122001 | **C:\Users\D I N E S H\Desktop\New folder (5)\IMAGE.jpg** |

**CAREER OBJECTIVE -*::-***

To obtain a New Business Development position by adding value through utilizing my superior knowledge, prospecting and selling abilities in the B2B and B2C arena.

**PROFILE SUMMARY -::-**

* Dynamic and analytical "out-of-the-box" business thinker and expert in strategy execution.
* **Highly skilled at developing new business and nurturing key relationships to create win-win scenarios.**
* Builds business by identifying and selling prospects; maintaining relationships with clients.
* Proficient in leading the business development team, increasing the customer base and earning potential of an organization.
* Recognized for determination in setting and achieving sales goals and exceeding targets.
* Strong customer advocacy, communication and cross-group collaboration skills.
* Qualifies leads and sells accreditation over the telephone.

**ACADEMIA QUALIFICATIONS -::-**

* MBA-RM from AMITY UNIVERSITY,UTTAR PRADESH in 2012.
* B.Sc from Kamakhya Nagar College,Kamakhya Nagar, Dhenkanal,Odisha in 2007.
* PGDCA from Lakhotia Computer Center,Kamakhya Nagar,Dhenkanal,Odisha in 2007.
* +2 Science from Jiral College Jiral, Dhenkanal.Odisha in 2004.
* Matriculation from A.G.P High School,Khurusia,Dhenkanal,Odisha in 2002.

**CARRIER EXPERIENCE -::-**

**Business Development & Sales**

**[Divine Innovations Pvt. Ltd.](https://www.google.co.in/url?sa=t&rct=j&q=&esrc=s&source=web&cd=8&cad=rja&uact=8&ved=0CEYQFjAH&url=http%3A%2F%2Fwww.divineinnovations.co.in%2F&ei=bTQkVdSwNs2PuATopoCgDw&usg=AFQjCNEyXDocDhTHLS2Lsv1htDd8porvmg&sig2=sRiqEZaFDLPROSJs-F1nCg&bvm=bv.89947451,d.c2E)**

Mar 2014 - Oct 2015

JOB RESPONSIBILITY -::-

* Maintaining long term relationships with the potential and existing clients.
* Strong understanding of market dynamics and customer requirements.
* Work closely with the sales team & Marketing department to design and execute pre-agreed strategies built around.
* Determine new opportunities by analyzing business needs and developing new business growth.
* Establises plans and strategies to expand the customer base.
* Demonstrate a positive and flexible approach to changing business priorities.
* Provide flexible support for team members and other teams and foster a positive and a motivating environment.
* Negotiating on price, costs, delivery and specifications with buyers and managers.

**Business Development , Sales & Marketing**

**Ortel Communication Pvt Ltd.**

Mar 2012 - Feb 2014

JOB RESPONSIBILITY -::-

* Managing customer centric operations and ensuring cliens satisfaction by achieving delivery and service quality norms.
* Identifying improvement areas & implementing measures to maximise customer satisfaction levels.
* Observing the changes in the market and competitors brand activities.
* Follow up and closure to convert the prospects into long-term clients.
* Generate leads through outbond prospecting.
* Collecting customer feedback and market research.

**Medical Representative(MR)**

**NATSON Pvt Ltd**

Sep 2007 - Aug 2010

JOB RESPONSIBILITY - ::-

* Arranging appointments with doctors, pharmacists and hospital medical teams, which may include pre-arranged appointments or regular 'cold' calling.
* Gathers,analyzes aid delivers information from the field to allow the company to develop strategies and products appropriated to the Quality and Safety testing market.
* Developing strategies for increasing opportunities to meet and talk to contacts in the medical and healthcare sector.
* Keeping up to date with the latest clinical data supplied by the company.
* Identifying and establishing new business.
* Coordinate all issues with key clients between sales, service, support, customer services, marketing and finance.

**ACHIEVEMENTS -::-**

* Implemented multiple innovative engagement models to scale the relationship at every stage in **Divine Innovations** Pvt. Ltd.
* Leading by example: Trained and developed a team of five new field sales executives who achieved an average of 120% of their sales targets within their first three months in **[Ortel Communication Pvt Ltd.](http://www.google.co.in/aclk?sa=L&ai=CBfG1z0gkVZbfJ4_WuATljIKYBrv9mfYB-62QuCC7gMSQWQgAEAEoAmDlwuSDpA7IAQGpAtMTD9rbQFE-qgQnT9BR_gAHS5qKaVciOpe1toDtRbhl00GXU9g0D0OtP_Lux8ThCcIngAfDitYoiAcBkAcCqAemvhvYBwE&sig=AOD64_255T-nC5XWkPRY_-X7RXtlP0xveA&rct=j&q=&ved=0CBoQ0Qw&adurl=http://wwww.justdial.com/ppc/index.php%3Fct%3DBhubaneshwar%26st%3DOrtel%2BCommunication%2BLtd%26a%3DChandrashekharpur%26utm_source%3Dadwords%26utm_medium%3Dppc%26utm_campaign%3DBhubaneshwar%26utm_content%3D751016_217%26utm_term%3DOrtel%2520Communication%2520Ltd)**

**KEY SKILLS -::-**

* Cold Calling.
* Perseverance.
* Client Retention.
* Rapport-building.
* Client Acquisition.
* Objection handling.
* Competitor Analysis.
* Business Development.
* Relationship Management.

**TECHNICAL SKILLS -::-**

* Negotiation.
* Market planning & Positioning.
* Sales Team Building & Leadership.
* Staff development and Motivation.

**PERSONAL DETAILS -::-**

Name **::** Mr Dinesh Kumar Sahu

Father  **::** Mr Ramesh Chandra Sahu

Date of Birth  **::** 20/07/1987

Sex  **::** Male

Nationality **::**  Indian

Religion **::**  Hindu

Languages  **::** Hindi,Odia,English

Marital status **::** Un married