**Amarendra Patra** Sheshadri P.G. for gents, Munekolala,

**Contact**: +91 9066527546; Marathalli, Bengaluru, 560037

**Email: patra32patra2@gmail.com**

**CAREER OBJECTIVE**



An astute & result oriented professional with nearly 6 Years of experience into Marketing, Distribution Management, Team Management, Office management, Service management and Technical sales.

**SUMMARY OF SKILLS**



* Sincere & focused professional with 6 years of experience into Sales & Marketing.
* **Working Knowledge of Dealer** management**, Vendor** Management, **Procurement, Supply Chain** managemen**t, office** Management and **Service** Industry
* Well versed in exploring and **procuring new business, promoting and creating brand awareness** and **competitor analysis.** Target oriented professional with proven managerial acumen backed by focused energies fostering business growth and target achievements**.**
* Creative strategist with ability to **implement innovative sales and promotional programs** to generate sales in the midst of competitive market scenario and primary focus on after sales service.
* Good knowledge of **strategy development and implementation** to attain predetermined targets with optimal realization, Dealer& distribution management, positioning and penetration.
* **Focused and hardworking professional** equipped with knowledge and **technical understanding** coupled with an analytic bent of mind and confident to take challenging assignments.
* Industry oriented Professional with skills to **Analyze, Compete and accomplish** tasks within time frame through **Hard work, Dedication and Managerial Skills.**



**PROFESSIONAL DETAILS**

**CURRENT EMPLOYER:**

Company Name: Toshiba Medical Systems. (Erbis Engg)

Designation **:** Executive

Duration **:** October 2014 to Jun 2015

Location **:** Bhubaneswar

**ROLES &RESPONSIBILITIES:**

* Responsible for business of **Toshiba Medical Systems in Orissa.**
* Generation of **Targeted revenue** in the assigned territory through Dealers.
* **Brand Promotion, Arrangement of CME, and Key Accounts management.**
* **Prospecting, competitor analysis, product placement, Negotiation and closing.**
* **Technical** support to dealer**, Training to dealer staffs, business review of Dealer.**
* **Reporting to Manager, Service related customer queries to Head office, Participation in Govt. tenders Etc. are major roles.**



**OTHER EMPLOYER:**

**PHILIPS ELECTRONICS INDIA Ltd.**

* Looked after Jharkhand for Philips Healthcare business.
* Dealer management, Office Management, Service management.
* Key Accounts Management.
* From July 2011 to October 2014

**SIEMENS Ltd.**

* Resident Engineer for Siemens Healthcare Business in Orissa.
* Technical Support to dealer, dealer management, Office management, Service issues.
* Key Accounts Management.
* From Feb 2010 to July 2011



**EDUCATIONAL CREDENTIALS**

* **MBA** in **Marketing & International Business** from Bharatiya Vidya Bhavan (BVB)-SIET Institute of Management Bangalore in 2009.
* **BSC in Physics** from **Fakir Mohan University** Balasore, Orissa in 2006.



**Extra-Curricular Accolades:**

* A project work on **“consumer behavior towards the location of Food retail”** in Bangalore for Partial fulfillment of the degree of PGPM.
* Overseas Business Study Mission (OBSM) as a **compulsory part of MBA** curriculum where I spent one Month in **Singapore** in Industry Visits.
* Produced Paper in the seminar of the Department of Physics on the topic of Super Conductivity &**World year of Physics** in Graduation.



**PERSONAL DETAILS:-**

**NAME : Amarendra Patra**

**Father’s name : Jayakrushna Patra**

**Nationality : Indian**

**Languages known : English, Hindi, Oriya, Bengali**

**Marital status : Single**

**Category : Male**

**Date of Birth** :**25th May, 1986**

**REFERENCE**:

Could be given based on requirement.

I hereby declare that the information furnished above is true to the best of my knowledge

Date: Amarendra Patra

Place: Bengaluru Signature