

CURRICULUM VITAE



UMA KANTA BEHERA

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Present Address:

204,Block-E,Rishit residency,
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Gujrat-382405

Permanent Address:

Qr,No:B/131,Sector-1

Po-Rourkela

Dist-Sundargarh

State-Orissa-769008

Personal Details:

Father: late sree Surendra kumar
Behera

Gender : Male

Nationality : Indian

Languages Known: English, Hindi
and Oriya.

- High level of Discipline, Good follow-up. Good interpersonal capabilities.

- Enthusiastic, proactive and self-starting, ready to meet challenging targets.

Career Objective

A prestigious position in corporate sector's that will complement my education with real world application.

Key Skills

- ✓ Organized & dedicated person with positive attitude.
- ✓ Merchandiser & Marketing.
- ✓ Ability to take responsibility, give to positive results.
- ✓ Networking & Relationship Building.
- ✓ Mix with the work culture

Professional Summary

PGDBM from Institute of Management Bhubaneswar with specialization in **Marketing & Finance**

EXPERIENCE

In these 11 years I have worked with 3 best textiles companies of India Donear industries Ltd Surat plant, Nandan Denim Limited Shirting division (Chiripal Group of Companies Ahmedabad) & **presently working with Jindal Worldwide Ltd, Shirting division since Dec'2019 to till date.**

These years in the textiles industry has given me confidence & trust to handle a large volume of business in woven fabrics Shirting as well as bottoms in all categories of products like indigo/sulphur/Yarn dyed/Piece dyed/white/RFD & Prints.

Job Profile and Responsibility

- Managed a group of approx.20-25 buyers & handled the volume of 7-9 lac meters per month.
 - Responsibility & accountability of the sales & collection targets.
 - Looking after both Top line and Bottom line from run-of-the-Mill to value added products.
 - Have started making customized presentations to buyers to apprise them of the Mill's strengths & to understand their level of expectations in regard to new products, price, lead times, and product turnaround times.
 - Ensuring customer satisfaction through innovative offerings based on market feedbacks related to various aspects of product & competitors activities.
 - Looking after the entire order-to-remittance process.
 - New Developments, yardages/desk-looms/Lab-dips & Strike off's.
 - Ensuring financial discipline by keeping regular track of customers' outstanding & giving timely reminders for on time payments.
 - Complaint redressing related to commercial & QA. Etc.
 - Preparation Monthly/quarterly/half yearly & annual Sales Plan's as per budgeted figures set by Top Management.
 - Preparation & presentation of monthly review of entire Trade/Distributors/RMG/Exporters & Domestic Brands Segment.
- Nandan Denim Limited** Shirting division (Chiripal Group of Ahmedabad) As a Manager Marketing, from December 2014 to December 2019.**Donear Industry Ltd** As An Assistant Manager Marketing Surat, Gujarat from January 2012 to December 2014.

BMA Wealth Creators Ltd As A Senior Relationship Manager At Rourkela from January 2011 to December 2011

India Infoline Ltd as Relationship Manager at Rourkela from January 2009 to January 2011

Religare Finevest Ltd As an Assistance Relationship Manager in Rourkela (ORISSA) from October 2007 to December 2008.

INTERNAL TRAINING

- Know to organization need's
- Know the work culture
- Selling made easy
- Big ticket sales
- Certified by irda
- Packing distribution control.
- Man power handling by the organization
- Monitoring of MIS activities.
- Information control

REFERENCE

1. Mr. Anoop Sharma
(AGM Jindal Worldwide Ltd)
Mob -7069005882
2. Mr. Anjya Shing
Senior Designer
At Donear Industry Ltd.
Mob-0997996669

EDUCATIONAL QUALIFICATION :

1999-2002-Graduation-B. Com- Sambalpur University.

1997-1999-CHSE (Commers) Orissa.

July -1997 –HSC –Board of Secondary education-Orissa.

COMPUTER KNOWLEDGE

Operating System: Window 2007, 2010.

Window based packages: MS-Word, MS- Excel etc.

Accounting Package : Tally 7.1, 9.0

HOBBIES

Travelling and Reading Magazines.

Listening to soft music and building good relationships.

POINTS FOR SELF

Ability to fairly handle a team

Adaptable to the change in my surrounding

Interested in exploring my theoretical knowledge as a practical

Key Achievements

Exposure of quality management system ISO 9001 – 2000 at the Donear Industry Ltd.

As a worked with Religare finance Ltd, I am won the highest revenue generator in the East India in the year of 2008.

DECLARATION

I do hereby declare that, all the above statement is true to the best of my knowledge and belief.

Place :

Date :

(Uma Kanta Behera)