

## **Rudra Sankar Mohanty**

128, Madhyapara, Roynagar

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### **Permanent Address:**

Vill-Saramanga, PO-Olanga

Dist-Bhadrak-756135

Orissa

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### **Career Objective**

To make significant contribution in an environment, that provides an opportunity for professional growth & increasing responsibilities. More importantly, working harmoniously in a team to bring forth the best from self & everyone.

### **SUMMARY**

11 years of experience in Industrial Marketing. Currently working with **DCS Techno Services Pvt. Ltd.** as Key Account Manager since September,2007.

### **General Skills:**

- Industrial Product Marketing
- Identify prospects customer and lead generation
- Update customer database
- Techno-commercial proposals & Negotiate sales contracts
- Strong analysis and problem solving skills
- Ability to travel extensively
- Team Management
- High achievements orientation
- Effective organizational and inter personal skill
- Knowledge of Salesbabu CRM, TPMS software

#### **ORGANISATIONAL DETAILS**

Experience details are arranged in reverse chronological order.

**Company1# DCS Techno Services Pvt. Ltd. (Promoted by M/S Delta Construction Systems Ltd) Hyderabad, AP**

**Website:** [www.dcstechno.com](http://www.dcstechno.com)

**Role:** Key Account Manager

**Duration:** September, 2007 to till date

**Key Responsibilities:**

- Demonstrated knowledge of Sales cycle, Quotation Management & Sales order management.
- Business development & Achieving the regional sales team target.
- Develop and mentor regional sales team
- Good understanding of market and ability to generate sales opportunities
- Maintaining the Leads, sales orders, Quotation in the CRM.
- Co-ordination with logistics team to ensure timely execution of sales order.
- To motivate the sales engineers working under my guidance.
- To prepare weekly job planning and execution
- Collect comparative statement of competitors.
- Ensure timely collection of outstanding payment

**PRODUCTS I AM PROMOTING:**

1. Kennametal,USA : construction & Mining Cutting tools
2. Indeco Rock breaker.
3. Sewage Water Treatment Plant

Below given the List of few Companies from which I generated the Sales orders during my tenure.

- Ultratech Cement, Chandrapur, Maharashtra.
- ACC Ltd., Chanda, Chandrapur, Maharashtra.
- Abuja Cement, Chandrapur, Maharashtra.
- Manikgarh Cement, Chandrapur, Maharashtra.
- Prism Cement, Satna, M.P.
- Birla Corporation Ltd., Satna, M.P.
- Jaypee cement, Rewa, M.P.
- Maihar Cement, M.P.
- ACC Ltd, Kymore, M.P.
- IDL Gulf oil Corp, Manugur, AP.
- Ultratech Cement, Tadapatri, AP.
- Penna Cement, A.P.
- Decan Cement, A.P.
- Zuari Cement, A.P.
- India Cement Ltd., A.P.
- Parasakti Cement, A.P.
  
- Indian Metal & Ferro Alloys Ltd., Orissa.
- SCAN STEEL, Orissa.
- OCL India Ltd, Orissa.
- Vedanta Power, Orissa.
- ARSS Infrastructure Ltd, Orissa.
- Indian Metal & Ferroalloys Ltd, Orissa.
- Utkal Asbestos Ltd, Orissa
- Jindal Power & Steel Ltd., Angul, Orissa.
- OATS Ltd, Orissa.
- Nanda Constructions, Orissa.
- Ultratech Cement, Jharsuguda, Orissa.
- ACC Ltd., Bargarh, Orissa.
- Narbheram Steel & Power Ltd.Orissa.
- Shri Hari Sponge Ltd, Rourkela, Orissa.
- OCL Steel Ltd, Rajgangpur, Orissa
- Rohit Ferrotech Ltd., Jajpur Road, Orissa
  
- TM International, Kolkata.
- HCC Ltd., Kolkata.
- Simplex Infrastructure Ltd., Kolkata.
- IVRCL Infrastructure Ltd, Kolkata.
- Urmilla Enterprises, Kolkata.
- Ranu Enterprises, Kolkata.
- Meher Foundations, Kolkata
- KND Engineering Technologies Ltd., Kolkata.
- Eastern Coalfields Limited
- South Eastern Coalfields Limited
- JMS Mining Services Pvt. Ltd.
- Joy Global India Limited

## PREVIOUS ORGANISATIONAL DETAILS

### **Company2# E2E SERWIZSOL (Tata Business Support Service Limited)**

Role: TTSB Backend (NON TECHNICAL COMPLAINT MANAGEMENT) Process.

Duration: 2006-2007

Key Responsibilities: Working as Grade 1A Customer Care Executive (Backend Non Technical)

### **Company3# Aegis BPO Limited**

Key Responsibilities: Working as Customer Care Executive (Backend Non Technical)

Duration: 2005-2006

### **Company4# Dhanuka Laboratories Pvt.Ltd. Gurgaon, Haryana**

Role : Production Chemist

Duration : 2002-2003

#### **Key Responsibilities:**

- Working knowledge of 7 reactors for the manufacturing of Ciploxine, cifaxiro, and cifoxime.
- Carrying out the batch processes.

## SKILL DETAILS

| ERP SKILL & OPERATING SYSTEM | Details                                  |
|------------------------------|--|
| WINDOWS XP,2003, 2007        | MS-Office                                |
| ORACLE                       | Disha Lead Management System, CRM, TIPPS |
| CRM                          | Data Management                          |

## ACADEMIC

- Diploma in Chemical Engineering - 2000 - MSE, Baripada, Orissa under SCTE & VT,Bhubaneswar, Orissa
- Intermediate in Science - 1997 - Bhadrak College, Bhadrak, Orissa.
- Matriculation - 1995 – G.P. HIGH SCHOOL, Randia, Bhadrak, Orissa.

## PERSONAL DETAILS

Date of Birth: 21<sup>st</sup> April 1980.

Ready to relocate: Yes

Hobbies: Interaction with people, reading books.

Language Proficiency: English, Hindi, Oriya, Bengali

Strengths: Ambitious, Innovative, Enthusiastic, Creative, Team working

Current CTC: Rs. 5,50,000/-

Expected CTC: /- Rs. 7,00,000/-

Notice Period: 1Month

Preferred Location: Kolkata/Orissa/Jharkhand

## Declaration

All the above stated particulars are true to the best of my knowledge and belief.

Place: Kolkata

Date: 03.09.2018

Rudra Sankar Mohanty