CURRICULUM VITAE

PRABHIJIT PATNAIK

S/O – Late Pradip Chandra Patnaik

At - Badambadi

##### P.O. - Arunodaya Market,

##### Dist. - Cuttack,

##### State Odisha.

Pin - 753012.

#### **Email: -prabhijit@gmail.com**

#### **Mobile No.:- 7008859198, 9853950950**

CAREER OBJECTIVE

Seek a responsible carrier position which will offer a high level of challenge responsibility and contribute significantly to the growth of the organization by exploring my educational background & develop additional skills.

CORE STRENGTH

* Good communication and interpersonal skills.
* Ability to work under stress.
* Sincere, honest and hard working.
* Team player with a strong work ethic, punctuality.
* Positive Attitude.
* Organization & Planning.
* Problem Analysis & Problem Solving.
* Negotiation Skills.
* Presentation Skills.
* Innovation & Creation.
* Decision Making.

WORK EXPERIENCE

* Working at International Tractors Limited as a Field Officer from July 2017 to till date.

**Responsibility :**

* Developing sales through Channel partner
* Working through BDR and SDAR.
* Planning & implementing marketing activities.
* Brand activation through BTL activities like Van campaigning & stall campaigning.
* Setting up new marketing strategies.
* Responsible for revenue generation and also encouraging repeat business.
* Worked at Mahindra & Mahindra LTD. FES Division as a DES since January 2016 to July 2017.

**Responsibility :**

* Developing sales through Channel partners.
* Dealer handling and responsible for sales and service.
* Working through BDRC and SDAR.
* Planning & implementing marketing activities.
* Brand activation through BTL activities like Van campaigning & stall campaigning.
* Setting up new marketing strategies.
* Responsible for revenue generation and also encouraging repeat business.
* Worked at Eyeball Promotions Pvt. Ltd. as Client Servicing Executive since March 2012 to December 2015.

**Responsibility :**

* Responsible for revenue generation and also encouraging repeat business.
* Developing, implementing and managing events.
* Supervising & coordinating the active personal subcontractors & venders.
* Brand activation through ATL activities like advertisement in electronics & print media.
* Brand activation through BTL activities like Van campaigning & stall campaigning.
* Worked as Source consulting Pvt. Ltd. as Business Development Executive since July 2011 to Feb 2012.

**Responsibility :**

* Planning & implementing marketing activities.
* Setting up new marketing strategies.
* Generating new business both in face to face meeting and over the phone.
* Developing and maintain all database of all contacts.

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| COMPUTER KNOWLEDGE |

* MS OFFICE
* INTERNET
* WORD, EXCEL, POWER POINT
* TALLY

ACADEMIC QUALIFICATIONS

Course : MBA in Marketing & Finance (2011)

Institution: IMAGE College, BBSR

Board : FAKIRMOHAN UNIVERSITY

Course : +3 Commerce (2009)

Institution: P.N. Auto. College, Khurda

Board : UTKAL UNIVERSITY

Course : +2 Commerce (2006)

Institution : NSM City College, Cuttack

Board : C.H.S.E

Course : 10th (2004)

Institution: B.N.C High School

Board : H.S.E

DECLARATION

I do hereby declare that the information stated above are true and correct to the best of my knowledge and belief.

Place:

Date: Prabhijit Patnaik.