

# Sukanya Nayak

## SR.SALES&MARKETING EXECUTIVE

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### PROFESSIONAL SUMMARY

*Results-driven professional with 7+ years of experience in manufacturing operations and business development. production teams at Mando Automotive India, optimizing output and quality. Currently driving client acquisition and revenue growth at ACTE Technologies as a Senior sales executive. Skilled in team leadership, process improvement, and strategic sales execution.*

**Phone:**  
+91 8249228032

**Email:**  
sukanyanayak1997@gmail.com

**Address:** Chennai, Tamilnadu,  
India, 600032.

### PROFESSIONAL EXPERIENCE

#### Senior Sales & Marketing Executive

*ACTE Technologies Pvt. Ltd. | May2022 – July 2025*

- Successfully generated new business by identifying client needs and delivering customized IT training and staffing solutions, contributing to steady revenue growth over 3 years.
- Built and maintained strong client relationships across various industries, leading to increased client retention and long-term partnerships.
- Led end-to-end sales cycles from prospecting and pitching to negotiation and closure consistently achieving or exceeding monthly and quarterly targets.

#### Operating Engineer – Production

*MANDO Automotive India Pvt. Ltd. | October 2019 – March 2022*

- Oversaw end-to-end shift operations including manpower planning, workflow management, and adherence to daily production schedules.
- Implemented lean manufacturing practices and continuous improvement initiatives that reduced downtime and improved overall equipment efficiency.
- Collaborated closely with quality control and maintenance teams to minimize defects and resolve production bottlenecks.
- Conducted regular training and upskilling sessions to enhance operator productivity, safety awareness, and compliance with ISO standards.

### EDUCATION

#### B.Tech in Electronics & Telecommunication

*Eastern Academy of Science & Technology*

- Gained strong foundational knowledge in digital electronics, signal processing, and communication systems.
- Completed final-year projects that enhanced hands-on skills in circuit design and embedded systems.

#### Diploma in Electronics & Telecommunication

*Govt Polytechnic, Balasore*

- Developed core technical skills in analog electronics, microcontrollers, and telecom basics.
  - Participated in practical workshops and lab sessions that built confidence in real-world troubleshooting.
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