**RESUME**

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# **CAREER OBJECTIVE**

To be part of an organization with an objective to accept the challenges and to work towards achieving the goals of organization that will build on my skills and provide me with ample scope for growth.

# **WORKING EXPERIENCES**

* Currently I am working as a Regional manager from July 2017 to till date in Solex energy limited, Raipur.
* Worked as a Senior Engineer in Business Development Department (EPC, Marketing & Operation) at Surya International, Bhubaneswar, and Odisha from 2014 February to June 2017.
* Handle production, planning, operations & analysis for assessment for revenue potential in business.
* Bid tenders as per company’s requirement and credentials.
* Tender marketing as per company’s requirement & completing them within time.
* Keep the track record of all tenders till getting the work order from the respective departments through collecting all the information and worked out on them as per our requirement.
* Attain all the pre-bid meetings to solve our queries with the department.
* Look after the pre – sales to carry out the customers.
* Prepare the monthly work reports as per formats in every month.
* Build healthy relations with major clients & ensuring the maximum satisfactions.
* Deal with whole engineering, procurement, construction, marketing and operation of the total system respectively.
* Control the operation team contains 25 members as a team lead.
* Attain all the pre-bid meetings to solve our queries.
* Generate the business from existing accounts & Introduce new clients to achieve profitability.
* Represent the company to all the government departments as a business development manager.
* Contact all the vendors for products and collects all their individual prices, then analyse them to procure the best one with their quality as per tender needs.
* Report to the MD regarding all EPC projects & channelize them.
* Take responsibilities of testing equipment in MNRE Labs.
* Hire people to join my team for more productivity also handle an EPC team of 10 member.
* Assistant Professor in Mechanical Engineering Department at Jagannath Institute of Engineering and Technology, Cuttack from 2013 august to 2014 February.
* Coordinate a project team of 40 students.
* Branding and Marketing of the college in various events.

# **EDUCATIONAL QUALIFICATION**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| EXAMINATION | SCHOOL/COLLEGE | BOARD/UNIVERSITY | YEAR | PERCENTAGE |
| B.TECH(Mechanical Engineering) | Parala Maharaja Engineering College (Govt.), Berhampur. | Biju Patnaik university of technology, Odisha. | 2013 | 75.57% |
| 12th | Choudwar College, Cuttack. | Council Of Higher Secondary education, Odisha | 2007 | 50.00% |
| 10th | Nimpur High School, Cuttack. | Board Of Secondary Education, Odisha | 2005 | 66.52% |

# **TECHNICAL SKILLS**

* Theoretical and working knowledge of C, C++, Data Structure, Excel and other MS Office programmes.
* Advance knowledge of Auto CAD(2D,3D)

# **STRENGTHS**

* Organizing Team Works.
* Firm belief in GOD.
* Capable of performing consistently under stress.
* Positive attitude and passion towards given work.
* Knowledge of behave as supportive team leader as well as a good team member.

# **ACHIEVEMENTS**

* College student and cultural coordinator.
* Many scholarships in school level.
* Badminton champion.
* Complete 6th (B.A) in classical Dance and Music.
* A very good model.

# **INTERESTS AND HOBBIES**

Watching movies, playing Badminton, Listening Music, working out in gym etc.

# **PERSONAL DETAILS**

**FATHER’S NAME** : Mr Biranchi Narayan Samal.

**MOTHER’S NAME** : Mrs Gopa Samal.

**DATE OF BIRTH** : 03/02/1990

**LANGUAGE PROFIENCY:** English, Hindi, Odia

**SEX** : Female

**NATIONALITY** : Indian

**SALARY**

**Current – 40,000 / month (4.8 lac per annum) extra allowances**

**Expected –55,000 /month (6.60 lac per annum)**

# **DECLARATION**

I am young and dynamic, willing to interact with global customers & broaden my horizon. I hereby declare that all the particulars furnished ever above are true to the best of my knowledge & belief.  
  
Place: Cuttack Bhagyashree Samal.

Date: 16.08.2018 (Signature)