



I'm looking for a challenging role in a reputable organization where I can leverage my skills and expertise, with a focus on effective communication, meticulous attention to detail, and the ability to thrive in diverse work settings.

EDUCATION

Kalinga Institute of Industrial Technology Bhubaneswar, Odisha, India	2021-2025
B.Tech - EEE - CGPA : 8.13	
Indian Institute Of Management , Ahmedabad	2024-2024
Short-term Management Program	
Kendriya Vidyalaya Paradip Port , India	2020-2021
Class XII (CBSE) - Percentage : 78%	
Kendriya Vidyalaya Paradip Port , India	2018-2019
Class X (CBSE) - Percentage:81%	

WORK EXPERIENCE

Brace Infrastructure Pvt.Ltd.,India	11/2024-Present
Assistant Manager	
Led a team of executives, managing outbound and inbound sales to drive property promotions.	
Qualified leads, scheduled property viewing and maintained CRM records for seamless operation.	
Exceeded targets, generating ₹2-3 Cr in revenue through strategic sales and market analysis.	
Whirlpool Corporation.	05/2023-10/2024
Area Service Manager	
Successfully executed network corrections in major parts of Odisha's market, resolving significant issues and enhancing operational efficiency.	
Achieved a billing efficiency improvement of 11%, contributing to an overall branch billing achievement growth of 20%.and focus on AMC	
Consistently maintained all service KPIs of service partners, ensuring high performance and reliability.	
Sustained a Net Promoter Score (NPS) of 80 for the territory, reflecting strong customer satisfaction and loyalty.	
Implemented statistical changes in off-country areas, optimizing service delivery and resource allocation.	

TRAINING

Indian Oil Corporation Limited, India	05/2023-06/2023
Industrial Internship	
Acquired knowledge about diverse turbines, transformers, and various equipment utilized in a Captive Power Plant	
Worked on a report submission about a Captive Power Plant during my industrial internship at Indian Oil Corporation Limited	
Paradip Port Authority,India	06/2022-07/2022
Trainee	
Gained insights into the transmission and distribution of electrical power, as well as the operational principles of substations.	
Different parts of the transformer and other electrical equipment.	

SKILLS

**Skills:** Customer Handling, Sales & Services ,IoT & Embedded system,Equipment Familiarity,Substation Operation,PLC, Public Speaking ,CRM,Marketing,C, Project Management , Man Management, Business Analysis.

PROJECTS

- **Weather Station Setup**  
.The air quality and the weather systems for commercial purposes are expensive and a bit hefty for deployment of homely purposes.  
. Developed and implemented a streamlined solution for deploying **weather sensors** in any location, enabling real-time access to comprehensive weather data, including **AQI**, for proactive precautionary measures, aimed at air quality and weather improvements for both commercial and homely purposes.
- **Smart City Using IoT**  
.This project focuses on alleviating traffic congestion and jams. It utilizes **ultrasonic sensors** installed in lanes to count vehicles and manage **traffic** effectively.  
. Vehicles communicate with ultrasonic sensors, exchanging data to record counts. A previously installed **algorithm** analyzes this data to optimize **traffic flow** in the area.,

CERTIFICATIONS AND ACHIEVEMENTS

● Solar Energy and Electrical System Design	<a href="#">Certification link</a>
● Fundamentals of Digital Marketing	<a href="#">Certification Link</a>
● Sales and CRM Overview	<a href="#">Certification Link</a>
● CERN certificate for representing India	<a href="#">Certification Link</a>

AWARDS & RECOGNITIONS

- Lead With Impact
- Supernova Award
- Constellation Award