



# Sujeet Mohapatra

Deputy Regional Manager  
- Sales and Marketing



MBA/PGDM (Marketing And Finance), Seeking Zonal or Regional Assignment In Sales And Distribution Management And Business Development With An Organization Of High Repute. Handling Team Of 26 On Roll Employees in Jharkhand & Odisha

## PERSONAL INFORMATION

- Email**  
sujeet\_mohapatra@rediffmail.com
- Mobile**  
9337251737
- Total work experience**  
15 Years 0 Month

## CORE COMPETENCIES

- SAP SD

## KEY SKILLS

- Marketing  
★★★★★
- Business Development  
★★★★★
- Channel Management  
★★★★★
- Key Accounts Management  
★★★★★
- Project Sales  
★★★★★
- Building Material  
★★★★★
- Sales  
★★★★★
- Budgeting And Forecasting  
★★★★★

## PROFILE SUMMARY

15 Years of experience in Building Materials - Plumbing ,Drainage, Agriculture & Focus Product both in Channel and Project Sales,Telecom Channel Sales and FMCG Distribution Sales Have good understanding of business processes in Sales and Distribution Management. Heading Odisha & Jharkhand in current organisation for more than 10 years. Managing a team of 26 On Roll Employees. Knowledge in SAP SD Module.

## EDUCATION

- 2008** MBA/PGDM  
**Institute of Chartered Financial Analysts of India (ICFAI)**
- 2001** B.Com  
**Utkal University**
- 1998** XIIth  
**English**
- 1996** Xth  
**Oriya**

## WORK EXPERIENCE

## OTHER PERSONAL DETAILS

**Date of Birth** 15-May-1981

**Gender** Male

**Address** AT/P.O.- Kalyani  
Nagar,Behind  
Vigilance Colony,  
Odisha

**City** Bhubaneswar

**Country** INDIA

**Marital  
Status** Married

**Apr 2019 -  
Present**

Deputy Regional Manager - Sales and Marketing

### **Astral Limited**

Handling a team of 26 onroll employees in Distribution Channel & Project. Significant Presence at Dealer, Plumber, Architect, Promoter, Plumbing Contractor & Consultant level across Jharkhand & Odisha

**Apr 2016 -  
Mar 2019**

Assistant Regional Manager - Sales and Marketing

### **Astral Limited**

Handling a team of 9 onroll employees, Distribution Channel & Project both Govt and Private & Presence at Architects, Builders, Plumbing Contractors & Consultants Across Jharkhand & Odisha

**Aug 2012 -  
Mar 2016**

Area Manager - Sales and Marketing

### **Astral Limited**

Company Overview: Astral Limited is the first to manufacture and market the most advanced CPVC Pro plumbing system for the first time in India. Astral was established in 1999 with a single minded purpose to manufacture the best plumbing system in India. Astral has incorporate latest technology and quality control programs which are widely accepted at global level. Job Profile : . Identify new business opportunities in the entire region. . To provide technical support to the dealers. . Implement sales strategies to budget sales & collection targets. . To follow up with dealers for payments & sales. . Market analysis & new application development.

**Sep 2010 - Jul  
2012**

Head of Sales

### **The ROOF**

Sales Team Management, Customer Care Team Management, Tie Up With Promoters

Aug 2009 -  
Aug 2010

Senior Territory Manager - Sales and  
Distribution

### **Unitech Wireless East Private Limited**

Company Overview: Uninor is a mobile telephony and network operator in India. Uninor is subsidiary of Norwegian telecom giant Telenor Group (67.25%) and Unitech Group (32.75%). Uninor has started mobile services in India at the end of 2009, focusing on the GSM technology. Telenor is having its existence in 14 countries worldwide. Job Profile: Handling Channel sales- 3 Distributors, 4 KAMs, 14 RSEs, 5 Promoters, 5 Merchandisers, 3 MIS. Revenue generation. New customer addition. Selling of different VAS (Value Added Services). Retention of existing customers and Strengthen the distribution through retailers. Increase the utilization of every tower under assigned territory. Existence of visibility of our product in the market through banners, posters, danglers, hoarding, in shop branding.

Oct 2008 - Jul  
2009

Territory Manager

### **Dishnet Wireless Limited - Sales and Distribution**

Company Overview: The Aircel Group, formed in 1994, offers affordable and outstanding mobile services to a vast subscriber base of 51.83 millions in India. Aircel is a joint venture between Maxis Communications of Malaysia and the Reddy family of Chennai. Maxis has a 74% stake in Aircel and the remaining 26% is with Sindya Securities & Investments Private Limited. Now Aircel operates in 23 telecom circles. Job Profile: Handling 4 distributors/ 10 Rural distributors in Cuttack & Outskirt of Cuttack. Handling a team of 2 Territory Managers, 3 PSRs and 10 sales executives. Responsible for primary, secondary sales of RCVs, sim selling and activations. Expansion of new outlet, activating outlet, transacting outlet. Achieved 100% target in Cuttack urban in October 2008 and 170% target in Cuttack rural in the month of November and December 2008.

Mar 2008 -  
Sep 2008

Territory Sales Officer - Sales and  
Distribution

### **Anmol Biscuit Limited**

Company Overview: Anmol is a popular brand of eastern & northern region of India. Anmol Biscuits one of the leading biscuit manufacturer of the country having its two state of the art units at West Bengal & Noida. Anmol is one of the largest brands across the country having 110 Super stockists, 2600 distributors & 250 sales person & present in about more than 4 lakhs retail shop. Job Profile Managing the marketing operation in the assigned territory of Cuttack. Achieving the target of 6000 cartoons worth Rs 18 Lacs per month. Appointed two new distributors as per beat plan. Looking after the primary selling, secondary selling and collection etc. Feedback on customer requirements with respect to new products.

