

RESUME

Biswa Bhusan Dhal, GA-148,Defence Colony, Niladri Vihar, Sailasree Vihar, Near Utkal Hospital, Bhubaneswar-751021,Odisha, India.

Mob no: +918895429230/7978310239

E-mail: biswa.bhusan8@gmail.com/ biswa.bhusan8@rediffmail.com

Dear Sir/Mam ,

Presently I am deputed as **Area Incharge in the Band of AGM** in Zuari Cement Ltd as a part of **Heidelberg Cement group** a leading brand in south india and producers of cement in the India since April 2016 and am responsible as **State Head** for business development,sales growth,revenue collection,inventory control,and key marketing areas in the state of Orissa,based at Bhubaneswar.

Although I am enjoying my present job ,I am looking out for new opportunities in the same field.Hoping to hear from you soon for a personal meeting and discuss the prospect.My resume is attached here for your kind consideration please.Thanking you

Regards,

Biswa Bhusan Dhal
Bhubaneswar
Odisha
8895429230 / 7682845692

Objective

A challenging and rewarding position in the area of marketing and sales with a growth oriented firm that challenges my abilities ,offers diverse job responsibilities and the opportunity for advancement.

Summary

- ❖ Dynamic 20 years in sales and marketing career in both direct and product selling .
- ❖ 15 years experience delivering profitable marketing solutions in cement industry.
- ❖ Proven ability to create marketing campaigns and penetrate new markets in the assigned areas.
- ❖ Proven ability to manage multiple corresponding projects and cross functional teams to deadline
- ❖ Record of Initiating and building positive relationships to secure long term contracts.
- ❖ Proven experience in reducing marketing costs and managing budgets successfully.
- ❖ Successful event planning and execution
- ❖ High impact presentation and negotiation skills.

Achievement

- Established and developed Maha Cement in the markets of Rayagada,Gunupur,Semiliguda,Jeypore,Koraput, Malkangiri, Paralakhemundi,Kesinga,Jajpur and Bhadrakh and Balasore dists.
- Successful introduction of Zuari brand in Bhubaneswar,Puri,Rayagada,Kesinga ,Jajpur ,Balasore markets achieving of the assigned target and is rated as **VERY GOOD** for the year 2011-12 & 2012-13.

CORE COMPETENCIES

- Sales & Marketing
- Dealer & Distribution Management
- Competitor Market Analysis
- Business Development
- Client Relationship Management
- Revenue Generation
- Dealer & Distribution Management
- Competitor Market Analysis
- New Customer Acquisition
- Market Research and Penetration

Education

M.Com, M.B.A(Mktg / Fin).

Utkal University.Bhubaneswar,Orissa,India

B.COM (Hons),

Utkal University,Bhubaneswar,Orissa,India

Employment history

❖ Zuari Cement Ltd (Heidelberg Cement Group)

**Dy Manager / M.M/ Territory Incharge /Area Incharge-
Odisha(State Head) from Apr 2016 -till date)**

Profile: Looking after the operation of Odisha Market reporting to
Regional Manager(Band- GM).

❖ My Home Industries Pvt Ltd(Maha Cement)

Location-Bhubaneswar

A.R.M-Mktg(Jan-2014 to March-2016)

Profile – key Customers of Odisha reporting to G.M-Marketing

❖ Zuari Cement Ltd(Ital Cementi Group)

Asst.Manager(Mktg), Feb 2011 – Dec 2013

Looking after marketing operations of
Bhubaneswar,Jajpur,Balasore,Kesinga,Rayagada,Koraput reporting
to Dy.General Manager – Marketing

❖ My Home Industries Ltd,Hyderabad (MAHA Cement)

Sr.M.O/ Asst.Manager(Mktg), 2007 Mar-Feb 2011.

Worked in

Rayagada,Gunupur,Paralakhemundi,Semiliguda,Jeypore,Koraput,Malkan
giri and was responsible for marketing and sales at Jajpur,Bhadrak
&Balasore Dist Reporting to General Manager (Odisha).

❖ Bajaj Allianz Life Insurance co Ltd

Asst.Sales manager , (2005-2007),Cuttack

Recruitment of consultants,train and motivate them and generate
business from consultants.Reporting to Branch manager.

❖ Oswal Chemicals & Fertilizers Ltd

M.O (1999-2002),U.P,Bihar,

Marketing operations at Sahajahan Pur & Mou dist (U.P),Samastipur dist
(Bihar),Reporting to Area Manager.

❖ Coromandel Fertilisers Ltd (Murugappa group)

Sales assistant,(contractual assignment)1997-1999,Kolkata,

Looking after sales and marketing activities as an assistant to Zonal
marketing manager(W.B).

Personal Details

Date of birth : 15.06.1971

Marital status : Married

Langages known : English,Hindi,Oriya

Religion : Hindu

Biswa Bhusan Dhal

Place:Bhubaneswar

Odisha,India

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