# Jyoti Prakash Pattnaik Mob No: +91- 7799909685/8469559218 / 9712912174

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House No. 4-94, BHEL HIG Phase -2,Ushodhaya Enclave, Madinaguda,

Hyderabad, Telangana- 500049

Professional Summary:

Driven results- Oriented Marketing Head with more than 21 years of experience across Sales, Marketing, Logistic, Dispatch, Operation, Regulatory Affairs & Quality control .

Skills:

* Persuasive negotiator
* Revenue & profit maximization
* Strategic account development
* Strong interpersonal skills
* Resolution-oriented
* Positive outlook
* Energetic & driven
* People-oriented
* Flexible
* Reliable
* Excellent communication Skills
* Motivated team player
* Superior Organizational Skills

Professional Experience:

Company:-GEPIL Infrastructure Limited. (GEPIL)

Location: - Hyderabad, Telangana

Designation:- Senior Manager – Customer Service

Duration: - April’19 to Present.

Designation:- Area Manager Customer Development

Duration:- July’16 to April’19

Roles & Responsibilities:

* I am based at Hyderabad looking after total Telangana customer development & services operation in below aspects.
* Handling sales team, logistic and key account.
* Understand the customer Need & Competitor details & Current market trends .
* Understand How these customer are satisfying these guideline given by CPCB on the disposal of Hazardous Waste Chemicals.
* Try to find oud their pain area and try to give a tailor made solution for the same to them as per their needs within the regulatory compliance.
* Handling Commercial , Legal & Technical aspect in prospective of Sales & Marketing
* Handling logistic and operational activity In terms of Business Revenue
* Working closely on competitor activity ( Market Intelligence )
* Meet Regulatory People as and when it required
* Handling Yearly Budget & day to day MIS work.
* Handling a team size of 20 to 25 People.

Company:-Mirarbindo Engineering Pvt. Ltd. (BMS)

Location: - Ahmadabad, Gujarat

Designation:-Marketing Head

Duration: - March’12 to Dec’ 15

Company:-Kubs Safes & Locks Pvt. Ltd.

Location: - Ahmadabad, Gujarat

Designation:-Sales Manager

Duration: - August’10 to March 12.

Company:-ROCHE DIAGNOSTICS INDIA (P) LTD.

Location:- Bhubaneswar, Orissa

Designation:-AREA SALES EXECUTIVE (DIABETIC CARE DIVISION)

Duration: - JULY’07 to JULY’10

Company:-3M INDIA LTD.

Location:- Bhubaneswar, Orissa

Designation:-Business Development Executive (Medical Division)

Duration:- MARCH’07 to July’07

Company:-OTSIRA GENETICA (A Division of Aristo Pharmaceuticals.)

Location:- Berhampur & Cuttack, Orissa

Designation:-Medical Representative

Duration:- SEPT’99 to FEB’07

Key Achievements:

* Achieved cumulative growth of 30% in Sales revenue.
* **Achieved best sales person award for the year of 2008.**
* Motivated the field staff and achieving their budget.

Educational Qualifications:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Year** | **Institute/University** | **Degree/Examination** | **Percentage** | **Division** |
| **1999** | **Utkal University** | **BSC** | **50%** | **2nd** |
| **1996** | **CHSE** | **+2 (Science)** | **44%** | **3rd** |
| **1994** | **HSE** | **10th** | **61%** | **1st** |

Computer Proficiency:

* Word, Excel, PowerPoint and Internet Browsing.

Hobbies:

* Interacting with people & Traveling.

Personal Profile:

FATHER’S NAME : Mr. Prafulla Kumar Pattnaik

MOTHER’S NAME : Mrs. Bishnu Priya Mohanty

DATE OF BIRTH : 01st April 1978

SEX : Male

MARRITAL STATUS : Married

RELIGION : Hindu.

LANGUAGE KNOWN : English, Hindi & Oriya.

PERMANENT ADDRESS : Qtr No - 2RA/ 31, Unit – 2, Bhubaneswar, Orissa.

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Declaration:

I hereby affirm that the information furnished in this form is true and correct.

Date:

Place: Jyoti Prakash Pattnaik