

SURYA KANTA PARIDA

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An accomplished & knowledgeable professional aiming for senior level assignments in Project Management / Operation Management with an organization of high repute; preferably in Telecom / Electrical / ITES industry

Location Preference: **Bhubaneswar**

SKILLS SET	PROFILE SUMMARY
Operations Management Training Sales Operations Vendor Management Liaison & Coordination Reporting & Documentation Client Relationship Management Techno-commercial Operations Team Management	<ul style="list-style-type: none">❖ A competent professional with nearly 16 years of experience in Project Management and Business Development❖ Experienced in exceeding targeted sales goals, developing profitable & productive business relationships and building an extensive client base❖ Instrumental in driving business growth through identification of new market segments for attainment targets❖ Demonstrated abilities in managing key account for a high satisfaction index and all techno-commercial aspects; handling tendering negotiation, etc.❖ Hands-on experience in completing projects as per schedules within budget by proper planning of activities and deploying resources❖ Pivotal in developing & streamlining systems with proven ability to enhance operational effectiveness and meet operational goals within the cost, time & quality parameters❖ Skilled in managing complete sales operations with accountability for profitability and strategising long term business directions of the region to ensure maximum profitability in line with organisational objectives❖ An effective communicator with good analytical, leadership, interpersonal, planning and problem solving skills

CORE COMPETENCIES

- Overseeing business development operations and accountable for increasing profitability and achieving business objectives within budgeted parameters
- Interfacing with clients for understanding their requirements and suggesting the most viable solutions & cultivating relations with them for customer retention & securing repeat business
- Imparting training to new engineer about repair of CDOT Cards (BSNL) and Installation of VSAT
- Managing sales operations with accountability for incremental volume & profit growth
- Implementing strategies aimed at enhancing overall organizational growth, sustained profitability of operations & improved business performance
- Responsible for driving business growth through identification & penetration of new market segments for attainment of targets with a view to optimize revenue
- Looking after end-to-end management of multiple projects, monitoring progress of project as per schedule and ensuring timely completion & delivery of project to the client
- Coordinating with various parties for techno-commercial negotiations, preparation of documents, cost estimates, etc.
- Visiting target market clients for studying requirements of clients & making detailed proposal and presentation of products & highlighting and defining the core benefits of the products
- Ensuring that the projects are executed as per planned standards and customer requirements is met

ACCOMPLISHMENTS ACROSS THE TENURE

- Merit of being selected in all 30 districts to visit Ministry of Rural Development (MORD) Delhi for Training
- Played a key role in making 8 district to complete all works (in all 30 districts)
- Efficiently handled 13 Telecom Districts in Odisha and 5 Telecom Districts of Jharkhand
- Holds the distinction of managing key clients like BSNL, Railway, Nalco, etc.
- Spearheaded a team of more than 20 people working in different district
- Essayed a stellar role in coordinating with:
 - All District Officers like DM, PD DRAD, Tahasildar, etc. and State Administration
 - Client / vendor to resolve their issue
- Actively participated in new tender for my company in different area

WORK EXPERIENCE

Apr'12 – Till Date: Nevaeh Technology Pvt. Ltd. (Service Provider of Webel Technology Ltd. (A Govt. of West Bengal Undertaking), Kolkata as Project In-charge (ITES, E-Governance), Bhubaneswar

Role:

- Responsible for working on SECC Project of Govt. of India (PR Dept.)
- Handling activities related to:
 - SECC means census works of Ministry of Rural Development
 - Vendor management, training program orientation and report preparation

- Liaising with Government Officer and sending report to District Head (Collector, PD)
- Ensuring total control of NPR data, enumeration works of EBS, supervision works and uploading data in NIC Portal
- Accountable for preparing JPG Image and solving the error

Feb'03 – Feb'12: India Satcom Ltd., Bangalore as Business Development Coordinator - Bhubaneswar

Role:

- Served as overall in-charge of projects in new business opportunities group
- Administered activities right from conceptualisation stage to execution including procurement, vendor management, scheduling, progress monitoring, etc.
- Accountable for:
 - Establishing project review, monitoring and status reporting procedures to accurately report progress of the project to the stakeholders & end user clients
 - Generating introduction letters, meeting potential customers, collecting customer's requirements, suggesting suitable solutions, submitting quotations and obtaining PO from the customer
 - Strengthening vendor source; finalizing purchase orders, schedules and follow up with vendors for supply of components; negotiating with vendors for price & various other terms & conditions
- Generated tender documents and participated in tenders
- Collaborated with:
 - Finance, HR, Company Secretarial and client for effective execution of project
 - Vendors & client for approval of technical / commercial documents
 - Repair Partners for repair of VSATs and CDOT Exchanges
- Formulated effective strategies with a view to achieve top line and bottom line profitability of the organisation
- Managed sales with focus on achieving predefined sales target & growth; forecasted and planned monthly & quarterly sales targets and executed them in a given time frame
- Analyzed market opportunities, developed business cases and offered successful product / services
- Headed customer centric operations and ensured customer satisfaction by achieving delivery timelines & service quality norms

PREVIOUS EXPERIENCE

Dec'01 - Jan'03: Telecare, Bhubaneswar as Sales & Service Engineer (Sales / Service of Fax Machine)

Jul'00 - Dec'01: Teleswitching System, Cuttack as Sales & Service Engineer (Repair of Cdot Cards)

EDUCATION

- MBA (Retail & Operation Management) from NIRM, Bangalore in 2010
- Diploma in Electronics & Telecommunications Engineering from I.E.T.E., New Delhi in 1999

PROFESSIONAL ENHANCEMENTS

- Oracle 8 & Visual Basic from S.S.I. Ltd., Bhubaneswar in 2000
- Certificate in Information Technology from C.M.C. Ltd., Bhubaneswar in 1992
- Trainings on Repairing of CDOT CARDS, NPR Data Handling and Census Works Handling

PERSONAL DETAILS

Date of Birth:	2 nd March, 1977
Permanent Address:	AT/PO - Tentol, Bahugram, Cuttack, Orissa - 754200
Language Known:	English, Hindi & Odia
Passport No.:	H 9308349