Susanta Patnaik

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I wish to be a part of an organization offering opportunities for growth, learning and shouldering responsibilities and enhancing the spectrum of knowledge.

### Professional Profile

* **Self Starter with 11 years experience with organizations of repute.**
* **Currently working as an independent consultant for corporate trainings.**
* **Associated with O & M Solutions Pvt. Ltd, as Manager - Corporate Relations.**
* **Associated with Gandhi Institute For Technology, as Officer - Corporate Relations.**
* **Associated with** **Konark Institute of Science & Technology, as Training & Placement Officer.**
* **Associated with** **Zeno Integration Technologies, as Functional Consultant.**
* **Associated with** **Reliance Communications Ltd, as Sales Officer.**
* Team player with excellent communication, analytical and inter-personal skills and ability to interact effectively with team. Quick adaptability to new concepts and passion to improve.
* **MBA with specialization in Marketing and HR (2004).**
* **PG Diploma in International Business Operations (2014)**.

### ­­Professional Career

**Aug’ 15 to Present as an independent consultant for corporate trainings.**

**Following are few of the key responsibilities, I am taking care**

* Co-ordinating with Clients for refresher & orientation training to enhance the productivity of the engineers across the region. (Bangalore, Hyderabad & Odisha)
* Individual Counseling Sessions for corporate participants.
* Role based skill evaluation for Junior, Mid Level and Senior Level individuals, based on the current role.
* Practice/ Project Oriented skill development programs and assessment.
* Execution of the programme co-ordinating with the delivery team and billing.

**Oct’ 12 to July’ 15 with O & M Solutions Pvt Ltd, as Manager – Corporate Relations.**

**Major Contributions**

## Co-ordinating with technical colleges across the region for imparting industry readiness training and identify suitable fresh talent from the trained bunch for company requirements.

* Induction training co-ordination for new employees, training for employees in general, when ever radical changes happen in the organization.
* Core part of a crucial assignment on Renewable Energy Policy and Development of Solar Parks in Odisha. This is initiated by The World Bank and GEDCOL, a corporation of Govt. of Odisha.

## Co-ordinating with Clients for refresher, simulator training. NEBOSH certified training in occupational health, safety & environmental practice and management.

* Co-ordinating with Clients from Power, Aluminium & Steel Industries for company’s Operation & Maintenance, Commissioning, Restoration assignments.

**Oct’10 to Sept’12 with Gandhi Institute For Technology as Officer-Corporate Relations.**

**Major Contributions**

## Co-ordinated with Companies for Campus Recruitment Process.

## Co-ordinated with INFOSYS for Campus Connect programme, with WIPRO for Mission10X & Earthian and with AOL for CoolAge programme for the faculties and students.

## Co-ordinated with Vendors for both technical and personality development Training.

## Co-ordinated with companies for Field visits, Internship and Seminars and Workshops.

**May’08 to Sept’10 with Konark Institute of Science & Technology as Training & Placement Officer.**

**Major Contributions**

## Core Team member for TIFAC-CORE (Technology Information Forecasting and Assessment Council - Centre of Relevance & Excellence), an initiative from Department of Science & Technology, Govt of India.

## Co-ordinated with INFOSYS for Campus Connect programme.

## Co-ordinated with WIPRO for Mission10X Faculty Enablement programme.

## Regular interaction with companies for different academic projects, assignments and student development activities.

**June’05 to Apr’08 with Zeno Technologies, Hyderabad as Functional Consultant.**

# Major Projects Handled

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| --- | --- |
| Project Title | E2E implementation of SAP R/3 4.7 |
| Client-1 | Hindustan Sanitaryware and Industries Ltd (HSIL) |
| Project Title | SAP SD implementation of SAP R/3 4.7 |
| Client-2 | Bartronics India Limited |

**August’04 to May’05 with Reliance Communications, Hyderabad as Sales Officer.**

**Contributions**

## Planned and Implemented strategies for the sale of products as per company strategies.

## Designed new strategies to build the brand image in the market.

## Managed distributors and franchises in the assigned area.

## Responsible for regular business interactions with the customers with Direct & Indirect marketing approach.

### Personal Profile

Date of Birth: Born on **June 23rd, 1982**

Languages Known: English, Hindi, Odia & Telugu.

Hobbies: Gardening, Farming Fungiculture (Mushroom), Cooking, Travelling.

Place: Bangalore Susanta Patnaik