

## SIVASIS DAS

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### **SUMMARY**

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Proactive, Passionate & Positive attitude individual with 6 years of experience in Food & Beverage industry & Edtech Company. Strong communication skills and accountability has been appreciated and encouraged. With the attitude of being a troubleshooter has widened the horizon that I deliver. Overall experience in areas of Operations, planning, inventory management, Supply chain management, sales & marketing. Always look forward for challenging and skill enhancing opportunities.

### **PERSONAL SKILLS**

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- Experienced to work in Food & Beverage Companies, received good appreciation working in challenging environment and tasks.
- Excellent knowledge and experience with Business Operations & supply chain Management.
- Experience of Lean Management in Manufacturing & Operation, Kaizen, 5S, Kanban, VSM.
- Inventory Management, Forecasting Demand, Purchase & Procurement, MIS, ABC Analysis.
- Proficient in Software: ERP,CRM(Leadsquare), MS Office 365
- Proficient knowledge on electrical & electronics components.
- Excellent verbal, written communication skills, Interpersonal skills, and Presentation skills.
- Proven capability of handling challenging tasks, target, and tight deadlines.

### **EXPERIENCE**

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**Position: Operations/Supply chain Executive**

**Company: Jyola Foods**

**Time period: March-2019 to present**

**Place: Bhubaneswar, Odisha**

**Jyola foods is a Food processing company, it produces & distributes healthy snacks alternatives in the region of Bhubaneswar & it's adjacent cities.**

- Data analysis, forecast of sales based on Supply & Demand.
- Order & Supply chain Management and Production ramp up/ramp down based on Demand Forecast.
- Optimization of Work force to achieve maximum output and improvement in Employee work Efficiency.
- Maintaining the food safety & standards of the finished products with regular quality check, to ensure quality product every time.
- Making Healthy and strong relationship with Vendors/Distributors with efficient Procurement management
- Always working on goal to keep customer as first priority and making them Delight with Quality Products.
- Analysing KPI's for Continuous Business Operation/Manufacturing Improvement using Lean Methodology.

**Position: Business Development Associate – Sales**

**Company: BYJU'S Learning App**

**Time period: Dec-2018 to March-2019**

**Place: Bhubaneswar, Odisha**

**BYJU'S is India's largest Edtech Company and the creator of India's most loved school learning App.**

- Cold call, arrange meetings with leads (i.e., parents & students),
- Follow ups & closing the deals with high ticket prices.
- Used CRM software for proper funnelling of leads to convert, potential lead into a customer.
- Oversaw the on boarding processes of the students into the program& timely delivery of the study materials to the students by utilizing a client-centred work ethic.

- Developed & maintained a successful loyal relationship with customers, this caused clients to promote more referral leads.
- Assisted during the use of the study materials by providing after sales, service to the best of my capabilities.
- Well organised way of working and handling very tight timelines which help to build a business and positive response to customer.
- Good verbal & written communication skills and interpersonal skills which is creating win-win situation while interacting with customer.
- Day to day solving customer problems and improving process to handle the problem within less time.

**Position: Sales & Marketing Associate**

**Company: Jyola Foods**

**Time period: July-2016 to Dec-2018**

**Place: Bhubaneswar, Odisha**

**Jyola foods is a Food processing company, it produces & distributes healthy snacks alternatives in the region of Bhubaneswar(Odisha) & it's adjacent cities**

- Develop & maintain a successful business relations with new distributors/dealers
- Expansion to new markets/cities and building a network of reliable retail businesses.
- Able to expand the business to 5 big cities in Odisha and Jharkhand within 2 years.
- By providing second to none customer service to the retail & distribution operators, we were able to eliminate the entry of competition.
- Managed a team of 5 delivery personnel at peak and provided **Just in Time** delivery to customers in a beautifully designed manner.
- Reduced the recall or spoilage of products by following Lean Methodology.

## LANGUAGES

- Excellent command over English, Hindi, Odia.

## EDUCATIONAL CREDENTIALS

- **B.Tech (Electrical & Electronics Engineering)** from **Centurion University of Technology and Management, Bhubaneswar, Odisha** in **2016** with **8.65CGPA**.
- **12<sup>th</sup>** from **ODM Public school, Bhubaneswar** in **2012** with **83%**.
- **10<sup>th</sup>** from **Ruchika High School, Bhubaneswar** in **2010** with **76%**.

## IN PLANT TRAININGS/ CERTIFICATED

- **Lean Management & Manufacturing Expert** from Six Sigma Academy Amsterdam- (KAIZEN,5S,KANBAN,VSM,PULL PRODUCTION,JIT,ETC)
- One month training on **INDUTRIAL AUTOMATION** (PLC Programming) from Central Tool Room and Training Centre,(CTTC)Bhubaneswar, Odisha
- One month vocational training programme/project work at CPP Unit, NALCO, Angul, Odisha
- **Food Safety Supervisor training** by FoSTac (fssai), HACCP(Hazard Analysis Critical Control point)

## ACHIEVEMENTS

- Improved the efficiency of the production line by 40% as the operations supervisor at Jyola Foods.
- Reduced the market return and spoilage of the finished products by 25% as supply chain supervisor at Jyola foods.
- Achieved sales of 8 lakhs by on boarding 10 students during my short service at Byju's.

**PERSONAL PARTICULARS**

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**Date of Birth:** 6<sup>th</sup> May, 1994

**Gender, Nationality and Marital Status:** Male, Indian, Unmarried.