

Curriculum Vitae

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Job Objective

To optimize my professional skills, knowledge and experience to facilitate the growth and development of self and the organization.

Domain Skills

~ Sales & Marketing ~ Business Development ~ Process Change ~ Channel Management ~ Market Intelligence
~ Brand Management ~ Key Account Management ~ Relationship Management

Key Deliverables

- Driving sales initiatives to achieve business goals & managing the frontline sales team to achieve them.
- Identifying key/institutional accounts & government/ non-government undertakings and strategically secure profitable business.
- Formulating market expansion strategies and maintaining excellent relations with clients to generate leads for further business.
- Overseeing efforts to support and assist organization in identifying & securing new business opportunities.
- Enabling business growth by developing and managing a network of channel partners across assigned territories for deeper market penetration & reach.
- Implementing business practices and deploying company strategies and programs to the core.
- Assisting the channel partners to meet their business targets and achieve profitable ROI.
- Ensuring continuous interaction with the customer to make sure that areas of concerns can be worked upon for improved service levels.

Organisational Experience

- **Currently Working as Area Sales Manager at DishTv India Limited and Bhubaneswar is my headquarter Looking after for 3 districts (Khordha, Puri and Nayagarh) from April'2021.**
- **Worked as T.S.M. at Bharti Airtel limited from Aug'2019 to Mar'2021.**
- **Worked as Sales Officer at Om Associates for Reliance Jio puri JC from Mar' 2018 to July'2019.**
- **Worked as Sr B.D.E. at Reliance Communication Limited from Mar'2017 to October'2017.**
- **TSM at RR Pharmacia pvt ltd from Jul '2015- Nov '2016.**

At Dish Infra Services Private Limited (Bhubaneswar Headquarter)

- ❖ Supervising the working of my team members.
- ❖ Monitors the time to maintain the schedule as per agenda.
- ❖ Formulating market expansion strategies and maintaining excellent relations with clients to generate leads for further business.
- ❖ Implementing business practices and deploying company strategies and programs to the core.
- ❖ Conducting Meets. Guiding the team for planning and achieving the targets.
- ❖ Responsible for Monitoring the infrastructure and investment of distributors.
- ❖ Responsible for communication between distributor and retailers.
- ❖ Responsible for the Primary, Secondary and Tertiary of my territory distributors.
- ❖ Responsible for appointment of new distributors.

At Bharti Airtel Limited (Balugaon Territory)

- ❖ Supervising the working of my team members in the field.
- ❖ Monitors the time to maintain the schedule as per agenda.
- ❖ Responsible for market business of my area.
- ❖ Responsible for Monitoring the infrastructure and investment of distributors.
- ❖ Responsible for trade promotion activities.

At Om Associates (Reliance Jio puri JC)

- ❖ Responsible for market business of my area.
- ❖ Responsible for creating order from retailers.
- ❖ Responsible for communication between distributor and retailers.
- ❖ Responsible for the Primary, Secondary and Tertiary of my territory distributors.
- ❖ Responsible for shot out problems of retailers regarding customer issue.
- ❖ Responsible for Monitoring the infrastructure and investment of distributors.

At Reliance Communication Limited

- ❖ Conducting Meets. Guiding the team for planning and achieving the targets.
- ❖ Developing the relation with retailers & distributor.
- ❖ Providing training to Dse & Retail about product and scheme.

At RR Pharmacia Pvt Ltd.

- ❖ Responsible for market business of my area.
- ❖ Responsible for creating order from retailers.
- ❖ Responsible for communication between distributor and retailers.
- ❖ Responsible for appointment of new distributors.
- ❖ Responsible for trade promotion activities.

Education

- ! **M.B.A. in Marketing** from IGNOU.
- ! **B-Tech in Applied Electronics & Instrumentation Engineering** (2007-2011) From B.P.U.T. Odisha.
- ! **12th** in Science from Shishu Ananta Mahavidyalaya ,Balipatna, 2004-2006. C.H.S.E., Odisha.
- ! **10th** from Banamalipur Govt. High School, 2004 B.S.E., Odisha.

Computer Skills

- Office Tools: Word, Excel, Power Point, Web browsers.

Personal Skills and Strength

~Organized ~ Quick learner ~ Dedication to work ~ Willingness to learn ~ Hardworking and Goal driven attitude

Personal Details

Sex	: Male
Date of Birth	: 20 th march 1988
Mailing Address	: Plot No-181, St. Xavier School Building, At/Po-Samantarapur, BBSR, Odisha.
Languages Known	: Odiya, English and Hindi.

Date:
Place:

Signature
Yusmanta Kumar Sahoo