

SUMIT KUMAR PRASAD

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8249399483
Rourkela, Odisha

Career Objectives

Seeking for a challenging career in Marketing and gaining experience in the field to utilize my organizational and marketing skills, in order to increase productivity of the organization.

Summary

Personable and persistent business development executive with 8+ years of experience in mobile and mobile phone accessories retail, B2C, and B2B settings. Excellent interpersonal skills, able to build relationships easily with customers. Detail-oriented and highly professional. Consistently exceeds sales goals and wins sales contests.

Skills

- Strong communication skills
- Willingness to learn
- Negotiating and Influencing
- Convincing ability
- Adaptability
- Strong analytical skills
- Passionate about my work.
- Team player
- Strong interpersonal skills
- Decision-Making

Experience

Udaan(B2B)

Business Development Executive - Rourkela, Odisha

10/2021 - Present

- Strategize ways to build market share, increase revenue, and acquire success through innovative developments in organizational structure.
- Facilitate sales presentations and communications for upcoming joint venture opportunities and collaborative business efforts.
- Identify ways to build brand awareness through engaging campaigns that establish the company reputation, incite curiosity, and inform potential customers.
- Establish product loyalty through continual efforts to build, re-brand, modify, and increase product offerings in a way that is honest, competitive, and true to the company mission.

Meera Mobitech Pvt Ltd

Director of Sales - Rourkela, Odisha

03/2017 - 09/2021

- Develop and execute strategic plan to achieve sales targets and expand our customer base
- Build and maintain strong, long-lasting customer relationships
- Partner with customers to understand their business needs and objectives
- Understand category-specific landscapes and trends
- Attend sales educational events and seminars
- Stay up to date with the latest sales trends and best practices

Videocon Group

Sales Officer - Bhubaneswar, Odisha

12/2015 - 01/2017

- Developing and sustaining long-lasting relationships with customers.
- Calling potential customers to explain company products and encourage purchases.
- Answering customers' questions and escalating complex issues to the relevant departments as needed.
- Developing in-depth knowledge of company products.
- Maintaining an accurate record of all sales, scheduled customer appointments, and customer complaints.
- Analyzing competitors' products to determine product features, benefits, shortfalls, and market success.

Utkal Radio

Sales Executive - Rourkela, Odisha

06/2014 - 12/2015

- Builds business by identifying and selling prospects; maintaining relationships with clients.
- Sells products by establishing contact and developing relationships with prospects
- Maintains relationships with clients by providing support, information, and guidance
- Maintains quality service by establishing and enforcing organization standards.

Education

MBA

Shridhar University Delhi, Delhi

05/2014

B.com

B.J.P Collage Bhubaneswar, Odisha

05/2012

12TH

Kalyani Ray Mahavidyalaya Rourkela, Odisha

05/2009

10TH

City English Medium School Rourkela, Odisha

04/2007

Languages

- English
- Oriya
- Hindi

Declaration

I do here by declare that the above information is true and complete to the Best of my knowledge and belief.

SUMIT KUMAR PRASAD