

KSHIROD CHANDRA PADHI

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Dedicated and vision-driven techno-functional and commercial professional with 6 years of experience and proven track record of year-on-year business growth, scalability and sustainability by aligning available technologies in the areas of Business Development, Solution Consulting, Strategic Alliances to achieve ambitious goals and objectives of the organizations.

Key Highlights:

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|-------------|--------------------------|----------------------------|
| - B2B Sales | - Business Development | - Sales Service Operations |
| - Pre-Sales | - Customer Relationships | - Solution Consulting |
| - B2C-Sales | - Strategy Planning | - Support Management |

PROFESSIONAL EXPERIENCE

Mar 2016 onwards with M/s Arya Omnitalk Wireless Solutions Pvt. Ltd.
Designation: Executive Customer Support, Enterprise and Government

Arya Omnitalk is a joint venture between the J M Baxi and Lalbhai Groups. The JM Baxi Group is a pioneer and leader in the field of transport and logistics services in India today. The group offers a wide range of services including ship agency, chartering, stevedoring, C&F, transportation of special cargo, etc. The Lalbhai Group– Arvind Limited is one of the most respected industrial houses in India with revenues over Rs 200 billion. The group is the 3rd largest denim fabric manufacturer in the world and is licensed to manufacture and market a host of internationally renowned names in the garment industry such as Arrow, Lee, Wrangler, etc. In the year 2002, Arya Communications and Omnitalk joined hands and separated their operations into a new company known to us today as Arya Omnitalk Wireless Solutions Pvt. Ltd, marketing Walkie Talkie, Video Conferencing and GPS Vehicle Tracking Systems under the brand name Arya Omnitalk. Arya Omnitalk Wireless solutions Pvt. Ltd headquartered in Summer Court, Magarpatta city, Hadapsar, Pune. It is the flagship subsidiary of the Arvind Group. Arya Omnitalk has been the India's largest GPS Vehicle Tracking Systems Company. Since 2002. Arya Omnitalk has one assembly plants and PAN India sales networks and employs around 1000 people.

Key Responsibilities:

- Responsible for end-to-end Pre-sales & business development in coordination with cross functional teams such as sales, product, delivery, networking, marketing and business process.
- Exhibit deep expertise in proposing and developing optimal solution approach that is pragmatic, technically feasible and profitable based on the understanding of differentiators and latest industry trends and technologies.
- Consultative Solutions for GPS Tracking (ISV solutions), Industry Fleet Management (Fleet Vigil) and VTS offerings to customers.
- Solution positioning keeping in view overall scope and profitability to various verticals i.e. Coal Mines, Petroleum Industry, Steel Industry, Govt. Logistics and Transportation.
- Act as an interface between Arya Omnitalk R&D and front ending sales team for project implementation and closure.
- Organize and manage government vertical Intelligent Transportation Systems (ITS) projects as a part of Digital India initiative by GOI for AIS 140 fleet tracking solutions.
- Proactive member of various government / corporate Technical Summit's across ODISHA positioning customized solutions of Arya Omnitalk's GPS Tracking offerings:
 - OMC
 - TATA STEEL
 - JITPL
 - BPCL
- Monitor status of key order conversions, open calls status etc. for the area using weekly monthly quarterly trackers.
- Drive the product strategy in assigned territory for increasing the top line of the business and act as an interface between the product and sales teams for developing technical and business solutions.
- Competency in translating business issues into solutions including opportunity identification, requirement capture, ISV identification, solution delivery, implementation and support.
- Interact closely with vendor/customer to understand new technologies/architectures/requirements and effective implementation of customer applications.
- Responsible for managing a team of 9 resources for service call activities such as responding to customer complaint and resolve device issues our Fleet software's to prospective customers.

EDUCATION

YEAR	QUALIFICATION	UNIVERSITY	MARKS/CGPA
2015	BTech (Electrical)	Biju Patnaik University of Technology	6.82
2012	Diploma in Electrical	SCTE&VT ODISHA	65%
2009	ITI ELECTRICAN	SCTEVT	85%

COMPUTING SKILLS

- ♦ **Operating System** : Windows 98/2000/2003/NT/XP/7
- ♦ **MS Office** : MS Word, Excel, PowerPoint

PERSONAL DETAILS

- ♦ **Languages** : English, Odia and Hindi
- ♦ **Date of Birth** : September 2nd, 1991
- ♦ **Sex** : Male
- ♦ **Nationality** : Indian