



**SUSIT KUMAR DASH**

## Contact

### Permanent Address:

At-Bajana Po-Thalasada,  
Via- Bahanaga, Ps-Soro  
Dist-Balasore, Pin-756042

### Current Address:

Rasulgarh, Bhubaneswar,  
Odisha, 751010

**Phone: 7008654156**

### **Email:**

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.com

### **LinkedIn:**

[https://www.linkedin.com/  
in/susit-dash-3a4730161](https://www.linkedin.com/in/susit-dash-3a4730161)

## Languages

- English
- Hindi
- Odia

## Hobbies

- Travelling
- Riding bike
- Photography

## Summary

Enthusiastic sales professional with a proven track record and more than 4 years experience in sales . Motivated and results-focused with high-performing and hard working nature. Supervising and supporting team member to achieve personal and professional goals.

## Skill Highlights

- Quick learner
- Strong decision maker
- Complex problem solver
- Willing to travel
- Flexible Schedule

## Experience

### Team Leader-01/2022 to Continue

#### Reliance Retail Ltd. (Netmeds)

I am successfully leading a team of 12 members and responsible for handling sales, including product-wise sales and new product performance, through effective application & implementation of Sales promotion strategies. Skillfully analysing effort data of the team regularly and assigning tasks & guiding team members, accordingly, conducting periodic team review meetings and performance discussions. Actively supporting the team in case of difficult customers by regular joint field work and demonstration. I have been instrumental in identifying suitable talents from the market for vacant positions in the region. Responsible for maximizing my sales team's potential, crafting sales plans, and helping them to achieve plans using company strategies.

- Monitoring and reviewing CSOs performance on a regular daily, weekly and monthly basis.
- Recruiting the right people with the right behaviors in to the right jobs and ensuring they are given access to the right training.
- Monitoring of payment behavior of customers.

## **Business Development Executive - 08/2020 to 12/2021**

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### **Udaan.**

I have been working in BDE roles resulting in increased leads for B2B sales. My Job profile in Udaan is looking after B2B sales and Trade Marketing. I have Working around 250 product line with including multiple FMCG Brand and FoodStapleLaunching initiatives to hit sales targets of assign area's with achieving GMV of 2.5 cr. monthly.

- Expand the business, identifying new Trade opportunity.
- Actively monitoring competitor activity.
- Getting feedback and capturing data from customers.
- Sell FMCG and Food product to new and current customer in Bhubaneswar.
- Built relationships with customers and the community to promote long term business growth .
- Achieving my sales target monthly basis.
- Met 30 marchants daily basis.

## **Sales Development Manager-07/2019 to 08/2020**

### **HDFC Life**

- Sold life insurance to new customers and upgraded policies for established customers.
- 3 to 4 clients meets daily basis.
- Explain features of polices and both advantages and disadvantages of various policies
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- Sent reminders of premium payment
- Daily attend traning program and learn about new product.
- Lead generate.

### **SUMMER TRAINING**

2 months of summer internship at Odisha Co- operative milk federation limited (OMFED) in the Marketing department. The project work entitled –“ Sales promotion strategies and their impacts”

### **SHOP FLOOR TRANING-Reliance Retail.**

Duration – 1 month.

### **ACHIEVEMENTS:**

- Cricket champion schoollevelo
- Organized college Competition in 2018 at pgdm level.

When I was working HDFC I got digital champion-NOP in East Zone.( Highest NOP login during lockdown)

## **ACADEMIC QUALIFICATION**

<b>Qualification</b>	<b><u>Name of the institution</u></b>	<b><u>Board/University</u></b>	<b><u>Year of Passing</u></b>
<b>PGDM</b>	<b>BhavanCenter for Communication and Management, Bhubaneswar</b>	<b>AICTE</b>	<b>2019</b>
<b>Graduation(B.COM)</b>	<b>Simulia college, Simulia,Balasore</b>	<b>FM University, Balasore</b>	<b>2017</b>
<b>12<sup>th</sup>commerce</b>	<b>UN college, Soro,Balasore</b>	<b>CHSE</b>	<b>2014</b>
<b>Matriculation</b>	<b>UN school, anantapur,Balasore</b>	<b>HSE</b>	<b>2012</b>

## **PERSONAL DETAILS**

- **Date of birth:** 6<sup>th</sup> Jun 1997
- **Father's Name:** Nirakar Dash
- **Mother's Name:** Manorama Dash
- **Languages known:** English, Hindi, Oriya,
- **Address:** utareswar , Soro , Balasore

## **DECLARATION**

I confirm that the information provided by me is true to the best of my knowledge and belief.

Date:

*SUSIT KUMAR DASH*

