



## Saumitra Mohanty

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I am a client focused and articulate individual who possesses a friendly and personable approach along strong time management skills and ability to listen carefully to clients requirements. I have the entrepreneurial spirit required to work in highly flexible, rapidly changing, ambiguous work environment. Looking to be an integral part of a rapidly growing company that has plans for ambitious growth for all.

### Work Experience

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Jul 2021 – Nov-2021

**Tanjan Technologies Odisha, India**  
Area Sales Manager

- Primary responsible for company's sales coverage in customized application, software, digital marketing in Odisha state.
- Making data base of prospect customer, arranging them and making sales funnel, proposing the proposal, negotiating with them for closing the deals are basic of KRA.
- Secondary, coordinating with back hand technical support team for understanding the customer's needs, follow up with them for completion of projects in desired time, proposed new products (softwares,applications) as per market demands, doing research for exact product demand as per segment of customer and geographical influencing factors.
- Time to time MIS submission with HO and invoicing/billing cycle with customer.
- Travelling to different location to meet customer and find out the opportunities for the business.
- Preparation of the product portfolio presentation and present to the customer, designing own mailers for the different region's customer base are among key role of my current assignment.

Dec 2011 - Jan 2019

**Al Hashar Group- Automotive Div, Oman**  
Sales Executive

- Identifying prospects through various sales channels especially cold calling and networking.
- Managing the calendar for consultants when visiting potential clients.
- Assisting consultants in preparing proposals and conducting presentations.
- Manage/secure renewals and establishing relationship with customers.
- Preparations of various reports(sales, payment follow up, collections, new business plans, inventory management, order lost, plan of action for the yearly budget)
- Participating in sales meetings and appraisals.
- Submissions of invoices at time to time basis.

Achievement- Associated most nos of newly developed customer (corporate /manufacturing companies) for 'Off the Road' tire (OTR) segment.

Dec 2009 - May 2011

**Arabian Training and Safety Co LLC, Oman**  
Business Development Executive

- Making of different proposals and concept for business contracts and sustainable deals for training and cleaning division.
- Negotiating and follow up with the client to associated with each other for getting the business contracts.
- Identifying and exploring new prospects for business by maintain close liaising with different oil field related companies.
- Preparation and submission of different legal formalities with documents which are mandate for tender bidding.

Achievement- Done the market research ( SWOT / PEST ) for newly established cleaning division backed by content for the website and did several promotions through different electronics/print media.

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Dec 2007 - Sep 2009

**United Finance Company SAOG, Oman**  
Marketing Executive

- Securing of different financial deals( Business Loans/heavy and light vehicle finances/equipment finance from the corporate/institution as well as individual.
- Preparation of financial and risk analysis and credit proposals / follow up for approvals/documentations / collateral management.
- Provides post disbursement services to clients such as foreclosure/transfers of loans/ deferments.
- Visiting the client's place for verifications and preparations of visit reports accordingly.
- Involvement in negotiation with the clients for rate of interest and other charges as per the approval guidelines.
- Preparation, scheduling the meeting and follow up till close the deal.
- Identifying and prioritizing target customers according to the product categories and explaining them through mails/telephone / presentations.
- Given training of GCD correction module to different branches / linking and delinking of mortgage assets/ conductions of examination for branch employees and submissions of the results with feedback to management.

Achievement-Successfully completed data correction and collateral project in a special assignment in a specific time.

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Aug 2006 - Nov 2007

**ICICI Prudential Life Insurance Company, Raipur, India**  
Financial Services Consultant

- Through bancassurance generates good leads and by references and approach directly to customers for life insurance and medical insurance and other cross sales(saving account, corporate account, deposits)
- Giving the financial portfolio to prospect customer /making of sales call
- Participating different corporate HR meeting to explain about USP of ICICI's products and identifying the customer.
- Recruiting local advisor for marketing activities like canopy advertisement in different places/leafleting.

Achievement- Made the branch qualified for achieving most nos of policies with greater value (Bank of India, KORBA branch) in zonal sales contest.

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Aug 2005 - May 2006

**Spectranet- a Punj Lloyd div. Delhi, India**  
Sales Officer

- Generating revenue through selling of the internet data services product.
- Participation of different IT and data services trade fair to promote the company's offerings.
- Locations and feasibility check/ after sales services like liaising of maintenances, quality assurance, minimizing the down time and upgradation time to time basis.

Achievement- Adding of new corporate (World Health Organization-WHO, Motorola).

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Jan 2005 - Aug 2005

**Net4India Delhi, India**  
Management Trainee

- Market research to get the information about the competitor's activities/pricing/offering.
- Responsible to retains the customer by renewing the 'Service Level Agreements' (SLA)
- Bill submission/ collection of payments and overdue.
- Market R&D report like, competitor's activities, offerings, pricing, new trends.

Achievement- 100% retention of existing customer by signing of Service Level Agreements, SLAs

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## Education

Mar 2003 - Mar 2005

**All India Management Association-AIMA, Delhi, India**  
Subject-Marketing/Finance, MBA, GPA 62%

Feb 2000 - Feb 2003

**FM University Odisha, India**  
Subject-Commerce, Bcom

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## Other Certificates

2019

**Entrepreneurship Development Programme -EDP**  
Central Institute of Plastic Engineering and Technology  
CIPET, India

2017

**Lubricants-Fundamentals, Applications.**  
Petromin-ARAMCO, Oman

2017

**Construction Tires Technical Training**  
Apollo, Oman

2009

**Leadership Workshop.**  
United Finance Company, Oman

2002

**SWIFT Jyoti Programme- Computer Fundamentals and applications**  
NIIT, Bhadrak, India

2001

**Captain Collage Cricket Team**  
University Sports Council, Odisha

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## IT Skills

**Windows & Office tools-** Microsoft Word, Excel, PPT Expert, Google Digital Mktg/SEO-Advanced

**Operating systems -** AS400 Expert, Finnone/LOS/LMS/GCD/Collateral Expert

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## Languages

Arabic Working knowledge English Fluent, Hindi Fluent

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## Personal Details

Male-DOB-01/05/1981, Married

Nationality-Indian

Current Location-Odisha, India

Driving License- Yes- Issued in Oman

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