

Rabi Panda

Bhubaneswar, Orissa

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8480564002

- Extensive experience & responsible for Branch Operations, State sales head & training management.
- Actively Involved in handling day-to-day operational work, training programmes for better customer service and developing business by t channel sales.

Work Experience

Cluster Head

Godrej & Boyce Mfg.Co.Ltd

August 2019 to Present

Role:

- Facilitating regular product based & soft skills training of sales team.
- Developing, implementing, reviewing process & initiatives to make business of Godrej Home appliances in corporate as well as Direct sales.
- Leading Reviewing category wise performance, collecting feedback and taking corrective and preventive actions.
- Supervising sales & operations day to day activities.
- Ensuring smooth flow of information between the organization and team for a brand-salient customer interface.
- Co-ordinating with other Dept.s like Commercial, service for day to day operational requirements including collections, stocks, product deliveries, etc.
- Ensuring customer issues coming up to be resolved within reasonable time.

Area Sales Manager

Aarpee Hygiene Pvt.Ltd

June 2018 to July 2019

Role:

- Responsible to launch the Brand in Odisha by exploring new Associates & channel Partners to initiate business in different towns & cities in State.
- Leading & supervising sales team to achieve goal on Primary as well as secondary sales.
- Supervising overall distribution activities in daily basis.

Business Development Manager

GSK

April 2013 to May 2018

Role:

- Responsible for Glaxo Smith Kline Alternative channel sales across Odisha
- Accountable for explore new business opportunities in B2B sales, Corporates, Hospitals, Factories, co-operatives, Educations, Industries, NGOs, etc.
- Carrying out effective vendors & merchandiser negotiations

- Leading a team of BDEs with proper plan & visibility to achieve goal
- Supervising overall distribution activities in daily basis for secondary sales

Accomplishment:

- Steered efforts to expand business in new area like Rourkela, Sambalpur, Nayagad, Bolangir by exploring new account as well as appointing new channel partners for distribution for those area
- Actively focused on range selling for healthy business growth to customers as well as to my company
- Effectively organized marketing supports for customers by providing brandings, glow sign board, display rack, etc., on specific time period
- Responsible in making availability of Sensodyne range in Doctors Clinic in proper co-ordination with Promotion team
- Successfully initiated business with merchandisers for Ship supply in Port area
- Holds the credit for initiating business with Factories like IOCL, PPL, IFFCO, L&T, TRL, IMFA, NTPC, HINDALCO, Bhusan Steel for employees
- Regularized range selling to Pharmacies & Canteens inside Hospital campus in Bhubaneswar, Cuttack
- Involved in find out new business opportunities in Education such as biscuit supply to schools on specific occasions, make available Horlicks in drinks in school & college canteens

Branch Operation Manager

Midastouch Assets & Securities Ltd

January 2007 to March 2013

Accomplishment:

- Managed developing & implementing operational system and supervising customer service Dept.
- Prepares program budgets, facilitates several programs around the company, controls inventory, handles logistics and interviews and supervises employees.
- Successfully assured swift resolution of customers complaints in professional manners.
- Maintained proper co-ordination with sales team to give solution on customer's file login & processing for business.
- Significantly enhanced the productivity by streamlining work procedure.

Sales Co-Ordinator

Remi Sales & Engineering Ltd

July 2004 to December 2006

Accomplishment:

- Played role on coordinating with 4 branches across India in solving problems related to stock requirement, dispatching from factory
- Effectively Worked on JDE software in Punching sale, create P.O., released cost & credit hold, check out aging stock, transits material, Punched Sales Order.
- Promoted as Senior Sales coordinator & handling 17 Branches across India. Majorly responsible for planning strategy to support sales and to handle other activities related to the branches.
- To make follow up dealers outstanding of all branches & for "C" form on regular basis

Sales Officer

Rajpath Motors

April 2003 to May 2004

Sales Officer

Maxtimes

February 2001 to March 2003

Education

b.com

Utkal University - Bhubaneshwar, Orissa

Skills / IT Skills

SALES TEAM, CUSTOMER SERVICE, MAINTENANCE

Additional Information

CORE COMPETENCIES

Operation Management

- Monitoring branch operation related to customer service
- Planning effective control on materials, overseeing the maintenance of components including interior utilities & equipment in office premises
- Communicating & making co-ordination with other branches

Sales

- Handling sales by leading sales team, explore new Distributor to grow business, handling more than 13 existing Distributor across State.
- Ensuring proper Implementation of Organizational policies in sales & distribution to achieve the Goal