

## **CURRICULAM VITAE**

**BHAWANI SHANKAR SAHU**  
**S/o AKRURA SAHU,**  
**QTR No-C/14**  
**SECTOR-20**  
**ROURKELA**  
**Dist/ SUNDERGARH**  
**Orissa**  
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### **OBJECTIVE:**

To work in your esteemed organization. I am sure I can fulfill the responsibilities assigned to me. My career objective is to continue to grow and improve myself to be a stronger performer and contender in the workplace. I am Enclosing my C.V. for your reference. I hope my candidature meets your requirements.

### **PROFESSIONAL EXPERIENCE:**

|                     |   |
|---------------------|---|
| <b>ORGANISATION</b> | <b>: NB MOBILE</b>  |
| <b>DEPARTMENT</b>   | <b>: Exclusive Retail Store</b>                                     |
| <b>POSITION</b>     | <b>: Retail Operations Manager</b>                                  |
| <b>DURATION</b>     | <b>:1<sup>st</sup> February 2014 To 14<sup>th</sup> August 2023</b> |

### **JOB RESPONSIBILITY:**

New store opening duties and responsibilities  
Achieving Sales targets set by Management  
Meeting Store Targets  
Customer Service Standards  
Ensure Stock availability model-variant-wise  
Overall leadership in all aspects of their business

|                     |  |
|---------------------|--|
| <b>ORGANISATION</b> | <b>: MAXFONE</b>                                   |
| <b>DEPARTMENT</b>   | <b>: Cell Phone</b>                                |
| <b>POSITION</b>     | <b>: Area Sales Manager</b>                        |
| <b>DURATION</b>     | <b>:23<sup>rd</sup> of Nov 2011 To 31 Dec 2013</b> |

**JOB RESPONSIBILITY** :1 Handle the **Super Distribution operation of Orissa** through 5 Territory Sales Manager's operations in the area.

- 2 Manage operation of **7 Super distributors and 15 sub-distributors**.
- 3 Recruiting and training the manpower, setting targets, weekly reviews are vital roles that need to be taken care.

### **Achievement**

- : Highest seller in the east zone from the beginning
- : **Analise the market intelligence data including environmental, customer & competitor**

information, and share it with the management.

**ORGANISATION** : IKF Technologies Limited  
**DEPARTMENT** : Aircel  
**POSITION** : Quality Analyst  
**DURATION** : 23rd of July 2010 to 23rd Nov 2011  
**JOB RESPONSIBILITY** : My job profile in IKF includes

- a) To evaluate outbound calls on the basis of client-designed parameters.
- b) To give regular feedback for each barged call to each CCE.
- c) To take daily Quality Huddles for each team.
- d) To support the management in Client Handling.
- e) To take an effective part in the Monthly Reviews.

**ORGANISATION** : ADITYA BIRLA MINACS  
**DEPARTMENT** : Idea Prepaid & Postpaid Process  
**POSITION** : Associate (CPS-Wave-2) To TSM  
**DURATION** : 23rd March 2009 To 31 Oct 10  
**JOB RESPONSIBILITY** :

*Give updates to the associate & distributor  
on daily basis*

- 1- Distributor and retail outlet evaluation.*
- 2- Handling Distribution is Responsible for the achievement of customer acquisition & revenue maximization,*
- 3- Sales planning, targeting, and execution Review of primary, and secondary, for Last fortnight/month performance and current fortnight/month plan,*
- 4- Phasing of primary (handset), secondary, activation & retail expansion, CAF compliance etc.*
- 5- Dealer strategy for enhancing revenue selling of top pack*
- 6- Assessment of satisfaction of retailer on the service level of, distributor*  
*Escalated the high priority issue to the ZSM*

**ORGANISATION** : (TSRD) TAGORE SOCIETY FOR RURAL  
**DEVELOPMENT**  
**DEPARTMENT** : CB Auditor  
**POSITION** : SHG Coordinator  
**DURATION** : 14<sup>th</sup> January to 22<sup>nd</sup> December 2007.  
**JOB RESPONSIBILITY** : Office work and Field Programme part of various activities like  
Mobilization of SHG, Village level Formation, Micro planning and  
Resource Mapping and meeting for volunteers and implementing.

**Field Programme, support by different funding agencies.**

**ACADEMIC QULIFICATION:**

| <b>EXAMINATION</b> |  | <b>YEAR of Passing</b> |
|--------------------|--|------------------------|
| <b>Graduation</b>  | Sambalpur<br>University<br>Sarbamangala<br>collage | 2010                   |
| <b>+2</b>          | Sarbamangala<br>collage                            | 2007                   |
| <b>10th</b>        | Mahaling high<br>school                            | 2005                   |

**AWARDS & HONOURS**

: Awarded as the **Highest Sales Target Achiever** at

**ADIYA BIRLA GROUP**

**Top performance Continues 9<sup>th</sup> month and get 9 certificate from GM Site head.**

And got a certificate for Zero absenteeism. For 10 month,

Awarded as the **Highest AHT Achiever** at First Source Solution Limited for consistent performance in quality in the year 2008 & 2009.

Awarded as the **Best Team** at First Source Solution Limited

For the performance and dedication towards the team.

**HOBBIES**

: Listening Music

: Making Friends

**STRENGTH**

professional life.

: I always like to take initiative in my personal and

I believe dedication and hard-working attitude are vital to achieve the target.

**PERSONAL PROFILE**

:

**Date of Birth**

: 21 February 1989

**Father's Name**

: Akrura Sahu

**Mother's Name**

: Sabitri Sahu

**Language**

: Oriya, Hindi, English & Bengali

**Nationality**

: Indian

**Marital Status**

: Unmarried

**DECLARATION**

I do hereby declare that the above-mentioned particulars are true to the best of my knowledge

and belief.  
Place : Orissa  
Date :

**Bhawani Shankar Sahu**