



NAME: BIBHABASU JENA

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CAREER OBJECTIVES:

My short term goal is to get a job in reputed company where I can utilize my skills and improve my career path. My long term goal is to be in respectable position in that organization.

PROFILE SUMMARY:

A competent professional with more than 5 years of experience(Marketing &Sales) driving profitability through strategic growth, leading teams, executing marketing and sales plans for business development and drive in revenue for the organization growth.

Ensuring the growth of top line and bottom line has been my primary responsibility.

WORK EXPERIENCE:

SIS INDIA LTD.(Sambalpur & Rourkela Branch) Designation-Assistant Sales Manager(2021-present)

- Responsible for achieving the assigned individual as well as the assigned branch target.
- Ensuring timely collection from customers.
- Ensuring smooth running of units under assigned territory.
- Ensuring customer satisfaction.

SIS INDIA LTD.(Sambalpur Branch & Rourkela Branch) Designation-Sales Executive(2018-2021)

- Responsible for achieving the assigned individual as well as the assigned branch target.
- Ensuring timely collection from customers.
- Ensuring smooth running of units under assigned territory.
- Ensuring customer satisfaction.

SIS India Ltd. (Pune Baramati Branch)

Designation- Management Trainee (2017 - 2018)

- Responsible for creating a good pipeline for branch.
- Meeting new customers and giving presentation about the company.
- Exploring new areas of potential customers.
- Meeting the monthly and quarterly sales target.

SUMMER INTERNSHIP:

Company Name: Decathlon sports India

Project Title: Branding for Decathlon sports India

PROJECT OBJECTIVES:

- To create brand awareness in the city of Bhubaneswar to increase the footfall in the store.
- Organizing in-store events to increase customer engagement and to know customer behaviour.
- Organizing out door events to increase brand awareness.
- Creating promotional activities to increase awareness and to promote the brand.
- Analyzing customer purchasing behaviour.
- Suggesting to the management for any new ideas to promote the brand.

ACADEMIC ACHIEVEMENT :

- **MBA (Marketing & finance) at Amity Business School, Bhubaneswar, Odisha, Graduated July 2017.**
- **B.com at Utkal University, Bhubaneswar, Odisha, Graduated in 2014.**
- **12th Commerce at Maharshi college of natural law, Bhubaneswar, Odisha, 2011.**
- **Matriculation from St. Xavier's high school in 2009**

