AJIT KUMAR PATRA

Plot no 103,Hanspala

Bhubaneswar-752101

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CARRIER OBJECTIVES: -

To be associated with a progressive and innovative organization that gives scopes to apply my knowledge and skills and to be a part of a team that dynamically works towards the growth of the organization.

Experience:

* Working as Area sales manager in **Welmade locking systems Pvt Ltd(Europa locks)** from 3rd January 2020 to till date.
* Worked as Business Development Manager (Project sales) **in Asian paints, Home improvement (Sleek international Pvt. Ltd)** from 1st July 2015 to 07th Oct 2019.
* Worked as senior sales executive in **Sarda plywood industries ltd (DURO)** from 13th Nov 2014 to 6thth June 2015.
* Worked as sales executive in **Greenleaf Marketing** from 1st March 2012 to 12thNov 2014 .

EDUCATIONAL QUALIFICATION: -

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| --- | --- | --- | --- | --- |
| Name of the exam | Name of institution | University/board | Year of passing | %/CGPA of marks |
| B. Tech(IT) | MEMS, Balasore | BPUT,ODISHA | 2012 | 6.90 |
| HSE(12th) | Stewart Science College, Cuttack | CHSE | 2008 | 56.33 |
| HSCE(10th) | M P Jagannath Pur High School, Jajpur | BSE | 2006 | 84.13 |

JOB PROFILE :( Welmade locking systems pvt ltd)

* Handling the branch and C&Fs of odisha.
* Managing, training and motivating sales team to drive revenue growth.
* Develop efficient and creative sales and marketing strategies for assigned territory.
* Target setting for territory and sales team.
* Regular review of sales team, logistic team and Installation team.
* Expanding channel and project networks in Bhubaneswar as well as other districts like Cuttack, Bhadrak, Balasore, Puri,Berhampur, Paralakhemundi & Rourkela etc.
* Preparing scheme and floating in concerned territory.
* Handling branch, stock review, attendance and incentive structure.

Job profile :( Sleek international pvt ltd) Asian paints:

* Improvement of organization’s market position and achieve financial growth.
* Defining long-term organizational strategic goals, building key customer relationships, identifying business opportunities, negotiation and closing business deals and maintaining extensive knowledge of current market conditions.
* Coordinating with the internal team, marketing staff, and other managers to increase sales opportunities and thereby maximize revenue for their organization.
* Developed 250+ new dealers to the existing network for complete coverage of the territory.
* Maintaining a rapport with **builders, Architects, interiors and new clients**, and set targets for sales and provide support that will continually improve the relationship.
* working with mid and senior level management, marketing, and technical staff.
* Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends.
* Identifying opportunities for campaigns, services, and distribution channels that will lead to an increase in sales.
* Using knowledge of the market and competitors, identify and develop the company’s unique selling propositions and differentiators.
* Tracking and record activity on accounts and help to close deals to meet these targets.
* Working with marketing staff to ensure that prerequisites (like prequalification or getting on a vendor list) are fulfilled within a timely manner.
* Ensuring all team members represent the company in the best light.
* Present business development training and mentoring to business developers and other internal staff.
* Research and develop a thorough understanding of the company’s people and capabilities.
* Understand the company’s goal and purpose so that will continual to enhance the company’s performance.

Projects:

Done projects in Aparna Construction, Bhavya constructions, KMV projects , Anil infra, Landmark construction, Lotus infra, Genious construction, L V Prasad eye hospital, Image Hospital, Ambitus school, Creek school, Seeds School, Commissioner’s office of Telengana, Raheja IT park, Greenpark Hotel, NCC, Avantel and many more .

OTHER SKILLS: -

Networking, Public Speaking, Research, Writing, Closing Skills, Motivation for Sales, Prospecting Skills, Sales Planning, Identification of Customer Needs and Challenges, Territory Management, Market Knowledge, Meeting Sales Goals, Professionalism, CRM.

Operating system : Windows XP, Windows 7, UNIX

Tools & utilities : Microsoft Excel, Word, PPT, visual studio .Net 2010, 2008, Adobe Photo shop, Tally ,

ACHIEVEMENT:

* Highest Incentive gainer in Sleek.
* Highest achieved target seller in Tandem draw segment in Sleek Pan India.

SUBJECT OF INTEREST: -

* Marketing, sales, Travelling, Automobiles

STRENGTHS: -

* Quick learner.
* Hardworking and Punctual.
* Positive attitude towards every aspect and being open minded.
* Team leading quality.
* Issue resolution capability.

HOBBIES: -

Updating myself with new ideas and technologies, Travelling, listening song, surfing internet & going on long drives.

PERSONAL INFORMATION: -

Father’s name- Mr. Braja Kishor Patra

DOB-19th Apr 1991

Gender-Male

Nationality-Indian

Language -- Speak Read Write

English-   

Hindi-   

Oriya-   

Telegu-  X X

DECLARATION: - I hereby solemnly declare that all the particulars mentioned above are true to the best of my knowledge.

Place: - Bhubaneswar Ajit Kumar Patra

Date:- 06.07.2022