

# Curriculum-Vitae



## RANJIT KUMAR PANDA

DEV ENCLAVE CHS.

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**PROFILE SUMMARY:-** An achievement-driven professional with over 23+ Yrs. Exp. Handling PAN India. In Various Industries with Channel Sales & Marketing, Retail chain stores & after sales service, Logistics and Looking after Coordination with all other departments Such as HR role, Store, Account, Product, Management, Strategic Planning with overall Operations with BTL/ATL activities.

One of the reasons for my growth in professional career is that - I AM PASSIONATE FOR MY WORK AND ENJOY WHAT I DO. Proven track record of driving large scale revenue with team work and profit gains as well as improving on organizational productivity and performance. Now that God has made it possible to achieve what I wanted to achieve, Always I would like to do something for our company in which we all living.

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### **PERSONAL DETAILD:**

Key Functional	: Building strong relationship with team, Ensuring accurate sales forecasting & account planning. Prepare Monthly, quarterly & annual sales forecasts.
Current Company	: MeCasa Furnishing Pvt. Ltd.
Total Experiences	: 24 Years
Current CTC	: INR - 95.000/ PM, In Hand
Expected CTC	: 15 LPA (Open for Negotiable)
Date of Birth	: 30 <sup>th</sup> May, 1972
Gender	: Male
Marital Status	: Married
Nationality	: Indian
Language Known	: English, Hindi & Odia (Read, Write & Speak all)
My Strength	: My Positive Attitude, My Coaching, My Passion, My Leadership, My Loyalty, My Availability, My Motivation & Listening & Communication.
My weakness	: My biggest weakness is that, I trust people very easily, sometimes it hurts me because I feel cheated. But many times this habit also help me make good friends for life.

### **KEY RESPONSIBILITIES :**

(Proven work experience as National Sales with high performance sales team)

- Visit & appointment - dealers, distributor, retailers, corporate, hotel industry, hospital industry, builders, architecture, Govt. sector etc.....
- Knowledge of main events & ATL/BTL activities.
- Planning and Organizing, Operational Excellence & Problem Solving & Decision Making
- Financial Acumen, Leadership and People Management, Communication skills

(2)

- Excellent negotiation & order conversion & aggressive in converting inquiries to order.
- Knowledge of competition, products, processes, business/launch plans & activities.
- Employee Productivity Managing the entire sales & marketing operations with training.
- Annual, quarterly and monthly business planning & alignment of business plans and reviewing the plan designed for achievement of the sales targets
- Co-ordinate with bankers and financiers & other external agencies for smooth running of overall business operations. Liaison with service workshop and spares department for smooth business operations and higher customer satisfaction.
- Ensuring appropriate stocks and market outstanding is maintained
- Managing the administrative arrangements of the showrooms, Reviewing the sales pipeline and plan for corrective action with review meeting.
- Ensure high sales satisfaction and prompt complaint closure
- Drive customer satisfaction at the dealership by increasing awareness, training & motivate to employees and implementing processes to improve customer satisfaction
- Connect with direct customers to get feedback on improvement opportunities
- Recruitment of critical and senior level positions
- Review performance of the team and provide ongoing developmental feedback
- Business and Sales Process & Product Knowledge

#### **EDUCATION & CREDENTIALS :-**

- 1) DEGREE : Bachelor of Arts (B.A.) Berhampur University, Odisha
- 2) Computer. : Basic Knowledge, MCC, Bhanjanagar (Odisha)
- 3) Typing. : 40 w.p.m. (English), Jay Type Institution, Bhanjanagar (Odisha)
- 4) I.T.I : Electrical Trade (Exam not pursue) Abhinav Technical Institution (Vashi) N.Mumbai

#### **PROFESSIONAL EXPERIENCES :-**

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|------------------|--|
| 1) Company Name  | ME CASA FURNISHING PVT. LTD.   |
| Designation      | General Manager (Sales, Marketing, Branding & Operations)  |
| Register Office  | Mumbai (Handlin PAN India)   |
| Products         | Italian Wall Textures and Seamless Flooring Solutions. With Paint Base & Plaster Base – Interior & Exterior. |
| Reporting Period | MD<br>April-2021 to April – 2022   |

#### **JOB PROFILE :-**

Plan and assign daily workload to sales team. Interview, hire and train sales representatives. Evaluate performance of sales team and provide appropriate feedback. Provide guidance to sales representatives in their assigned duties. Respond to escalated customer complaints in a timely manner. Develop new sales techniques for business growth and profitability. Understand customer needs and suggest changes in products to meet these needs. Address customer inquiries about products and services offered. Identify potential customers and build strong relationship with existing customers. Provide excellent services and ensure customer satisfaction to build business. Represent company brand in sales conferences and trade shows. Assist customers in selecting the right products based on their needs and specifications. Identify selling strategies and opportunities to increase revenue. Evaluate current sales processes and recommend improvements. Appoint partner for Gallery (Studio) PAN INDIA.

(3)

**PREVIOUS EXPERIENCE:**

2) <b>Company Name</b>	FALCON ACOUSTICS & PASSIVE FIRE SOLUTION (P) Ltd.
Designation	GM (Sales & Operation) (Handling National level)
Reg. / Head office	Mumbai
Products	Suppliers & Distributor of passive fire & Acoustics products Like Fire Door Seal, Fire Door Acoustic, Fire Rated Foam, Acrylic sealant, Fire & Non Fire Rated Sealant, Glass Joint Petition & Motar etc...
Period	July-2018 to Feb. -2020 (Team Size - 44)
Reporting	MD
Salary PM	95,000/-,

**JOB PROFILE :-**

Handling PAN India. Sales. Responsible for the complete Admin management with sales/ Marketing/Branding, Retailing and distribution and overall Operations. Responsible for Primary, Secondary sales. Managing a team of sales personnel and Cost Control / Budgeting / Recruiting with HR role etc. Developing incentives & strategic planning. Coordinates efforts by establishing marketing, field, and technical services policies and practices; appoint a Distributors, Dealers and Retailer. Contributes to team effort by accomplishing related results as needed. Implementation of Billing targets at all India level, Prepare Business Plan on business design, structure, process and operating plan and financial model. Conduct customer or training seminars as per the requirement of regions. Monitor and analyze all marketing and sales reports received from regional office and also distributor feedback.. Project discovery and project sales, Meeting with builder, contractor, architect, sales consultant Hotels, Hospitals and Plan store layouts, and design displays.

3) <b>Company Name</b>	H. D. TRAILERS PVT. LIMITED
Designation	GM (Admin ) <u>Handling PAN India</u>
Reg. / Head office	Mumbai
Products	Manufacturers and suppliers of Trailers spare parts Likes:- Trailer Axle, Suspension, Landing Gear, King Pin, Wheel Rim, Running Gear Etc...(Automobile Industry)
Period	September-2017 to June -2018 (Team Size - 65)
Reporting	MD, <u>Salary</u> :- 1,25,000/- PM

**JOB PROFILE :-**

Direct and coordinate activities of businesses. Handling PAN India sales & services with overall Operations. Appointment Distributors. Manage staff, preparing work schedules and assigning specific duties. Review financial statements, sales and activity reports, and other performance data to measure productivity and goal achievement and to determine areas needing cost reduction and program improvement. Establish and implement departmental policies, goals, Determine staffing requirements, and interview, hire and train new employees, Oversee activities directly related to making products or providing services. Determine goods and services to be sold, and set prices and credit terms. Develop and implement product marketing strategies including advertising campaigns and sales promotions. New Product Development with plan in India. Plan and direct activities such as sales promotions. Plan store layouts, and design displays.

<b>4) Company Name</b>	ULTRACAB (INDIA) LIMITED,
Designation	Sales Head (West & East)
Reg. / Corporate Office	Rajkot (Gujarat) <u>Working Place</u> - MUMBAI
Products	Manufacturers of Wire and Cable (Team Size – 25)
Period	May – 2014 to August -2017
Reporting	MD, Salary : 75,000/- PM

**JOB PROFILE :-**

Handling & appointment Distributors, dealers & Retailers. Scheme management, Helping Dealer, Distributor in secondary sales, Industry sales, Project Sales etc. New dealer, distributor & Retailers staffs training. Dealers sales analysis Promotional Activities. Responsible for C & F, logistic & dispatch follow-up. Work across diverse functions like Chanel handling, direct sales, team management, Primary and secondary Market handling, Claim and scheme management, project discovery and project sales, Meeting with builder, contractor, architect, Hotels, sales consultant and Plan store layouts, and design displays.

<b>5) Company Name</b>	SPACEAGE MULTIPRODUCTS PVT. LTD.
Designation	Joining as <u>ASM to RSM</u> to ZONAL SALES MANAGER
Reg. Office & (H.O)	Kolkata, <u>Working Place</u> – MUMBAI Branch
Products	Healthcare Instruments, Surgical & Sports Goods .
Period	Aug. 2005 to March – 2014
	Sales Team Size – 15 (Others Team size – 25
Reporting	Chairman & MD, Salary : 45,000/- PM

**JOB PROFILE :-**

Overall complete responsibility for sales/services & Marketing Branding & Business development and key account manage, Appointment Distributors, Dealers, super stockiest, Retailing and Modern Trade, also visit Hospital, clinic, doctors & Gym. Maintaining Stock Level at Branch Office, also handling service center, store with back office team. Suggestion / Information for New Scheme, Monthly comparison of accounts statements of parties, Interview and training team, requirement, team management. Plan store layouts, and design displays.

<b>6) Company Name</b>	CHANDRAGROUP OF COMPANY
Designation	Joining as s <u>Sales Executive</u> to Manager Sales
Reg. Office (HO)	JAIPUR
Products	Consumer Durable Electronics and Home appliances
Period	Sept.1998 to June 2005
	Team Size–12 + Showroom's OVERALL Staffs
Reporting	Director & MD, Salary – 5,500/- PM

**JOB PROFILE: -**

Appointment of Dealers, Sub-Dealers, Retailers ,Payment Collection and Looking direct Marketing, Launching New Scheme, Driving a Team & Follow-up also handling Stocks, Accounts, deliveries, Back Office & handling Retail chain Showrooms plan of action store layouts, and design displays of all Showrooms.

**CORE COMPETENCIES:**

Strategic planning, Excellent organization skills, Leadership and personnel management. Project management, Attention to detail, Great Customer Service, Ceaseless Innovation, Clever Successful Marketing, Retail Strategic, Store & operations management. Stay up to-date with new product launches.

**PERSONAL PROFESSIONAL INTERESTS :**

- 1) Sales Administration, products development, sales Promotion, Field training, Product training, product Management, marketing-Planning, Suggestion//Information for New Scheme, Interview/ recruitment and training. And appointment Distributors, Dealers, Retailers, C&F. Planning and implementation of marketing strategy & Lead a team of ASM/RSM & ZSM and guide them for achieving the desired target, & market research / Client feedback management & also able to manage a large Channel network of retail dealers, Distributors, C&F and team.
- 2) **Developing and implementing effective sales strategies.** Leading nationwide sales team members to achieve sales targets. Establish productive and professional relationships with key personnel in assigned customer accounts

**DECLARATION**

I hereby declare that the above given statement are true and complete the best of my knowledge and belief.

**Date :**     /     /

**Place :** Mumbai

**(RANJIT KUMAR PANDA)**