

AMAR KUMAR PANIGRAHY
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OBJECTIVE

Willing to take up any assignment which will give me an opportunity to learn, and apply my experience and expertise for the growth of the organization.

SALES WORK EXPERIENCE

From Dec 19 to till date
Solutions Pvt Ltd

Deson Home

Profile: Sales Manager– channel Care , Steel Door & Windows(TATA Pravesh)
based at Bhubaneswar.

- Achieve growth and hit sales targets by successfully managing the sales team
- Design and implement a strategic business plan that expands company' s customer base and ensure its strong presence
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status
- Improve Secondary level network quality and Throughput - Branches and Sales points
- Also looking for government and private projects.
- Ensure Channel Readiness for new product launch.
- Implement retail identity program at dealerships.
- Provide capability building support to de-growth dealerships and implement actions on identified areas of improvement.
- Identifying Gaps and preparing quarterly actions to overcome gaps. Monitor implementation of actions planned during dealer visits
- Capture and communicate feedbacks for improvement in the R&R programs

From Mar 16 to Nov 19
Ltd.(C.K.Birla Group)

HIL

Profile: Asst Sales Manager - Channel Care Sheet Division (Ganjam, Gajapati, kandhamal, Rayagada,Boudh)

- New Dealer performance management - Reviews & Action Plan implementation for a period of One year handholding of new dealers to ensure they perform as per expectations
- Provide capability building support to de-growth dealerships and implement actions on identified areas of improvement.
- Identifying Gaps and preparing quarterly actions to overcome gaps. Monitor implementation of actions planned during dealer visits
- Capture and communicate feedbacks for improvement in the R&R programs

- Facilitating dealers for manpower recruitment & identify the training needs of dealers sales & service team and provide accordingly by co-ordination with company training team.
- Maintaining documents at Dealership.
- Development of alternate vendors for signage material and other recommended elements.

From May 11 to Feb 16

Visaka Industries Ltd.

Profile: Sales Executive – Channel Care Sheet and V-Board Division- (Ganjam, gajapati, kandhamal, Boudh)

- Appointment of new dealers to support our sales plan in the given territory
- Market Mapping and competition network mapping for the given region
- Expanding network of existing dealers in the given territory as per plan.
- Upgrading the current dealership setups to next level
- Monitoring the infrastructure development of upcoming sites
- Development of alternate vendors for signage material
- Evaluating dealer performance over month on month and keep them updated about their performance
- Evaluating their overall performance for the dealer for performance link awards.
- Periodic audit of existing dealer facilities

AREA OF EXPERTISE

- Managing sales & marketing operations & achieving increased sales growth across region.
- Developing periodic business plans & strategies, in coordination with macro plans of organization.
- Formulating short term strategic plans to enhance smooth operations.
- Identifying areas of crucial importance in the process driven business of the company & facilitated development of adequate systems to streamline the same.
- Create sales order and billing.
- Handle both shipping and transportation of an order.
- How to convert an inquiry to confirm order.

CLIENT RELATIONSHIP MANAGEMENT

- Ensuring maximum customer satisfaction by closely interacting with potential clients.
- Ensuring high quality services and optimum resource utilization for maximum service quality. Understand their requirements and customizing the product and services accordingly.
- Relationship building with customers for enhanced terms ensuring continued & repeat business.
- Managing issues pertaining to customer and others if any.

EDUCATION

- Completed M.B.A from NIST-B School, Berhampur with specialization in Marketing and IT in year 2009-2011.
- Completed BCA under Berhampur University in the year 2006-2009.

LANGUAGE KNOWN

- English
- Hindi
- Oriya

PERSONAL DETAILS

- Date of birth : 21st Mar 1989
- Father Name : Mr. Prasant Kumar panigrahi.
- Mother Name : Mrs. Mami panigrahi.
- Gender : Male.
- Marital status : Married.
- Nationality : Indian
- Religion : Hindu

DECLARATION

I undersigned hereby certifies that all information specified in this resume is true, to the best of my knowledge.

Signature of candidate