

# **RESUME**

**PRADIP KUMAR NAHAK**

**(SR. SALES ENGINEER)**

**(B. Tech. EEE)**

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## **Objective:**

To achieve a Middle-level position in a growth-oriented organization which is well established and to Utilize as well as enhance my experience & skills.

## **Summary:**

Overall 7 years of Experience in B2B and B2C sales with a Result-Driven approach, ability to combine technical knowledge with sales, to simplify and communicate complex concepts to a non-technical audience.

## **Work Experience:**

### **1. Company: AapkaPainter Solutions Pvt.Ltd**

**Duration: 15/11/2019 to 31/12/2022**

#### **Responsibilities:**

- **Field Sales:** Face-to-face sales presentation to customers by meeting mostly at their homes for Pune-East region.
- **Sales support:** working in a team coordinating with Customer on-boarding, Sales coordinator etc.
- **After-sales:** coordinating with Operation Team, Colour consultant, Service coordinator etc. to maintain the proper work-flow & thereby to ensure customer satisfaction.
- **New Business generation:** utilizing customer satisfaction and old references etc., & also increase sales to existing customers.

#### **Activities:**

- Company Introduction and Product Presentation.
- Client needs assessments & demonstrating how a product meets the needs.
- Providing technical support during the meetings.
- Using Negotiation Techniques as per individual client requirements.

**2. Company: Saitech Flow Industries, Pune**

**Duration: 03/12/2015 to 31/12/2018**

**Responsibilities:**

- Selling the company's products by attending IndiaMart, Justdial enquiries; responding to clients' queries, sales consulting and providing after-sales support on a range of product related issues.

**Activities:**

- Quotation follow-up through calls and mails.
- Order closing by resolving customer queries and price negotiation
- Coordinating with production and dispatch team to ensure timely dispatches.
- Payment follow-up and account receivable.

**3. Ideal school of Engineering in Electrical & Electronics Dept.:**

**Role: Lecturer**

Duration: 31/12/2009 to 31/05/2011

**4. Holy school of Engineering in Electrical & Electronics Dept.:**

**Role: Lecturer**

Duration: 1<sup>st</sup> /07/2011 to 30/09/2012

**5. Bhadrak School of Engineering in Electrical & Electronics Dept.:**

**Role: Lecturer**

Duration: 10/12/2012 to 30/11/2015

**Academic Qualifications:**

Qualification	Name Of The Institution	University	Year Of Passing	Percent age
<b>B. Tech. (EEE)</b>	Roland Institute of technology, Berhanmpur , Odisha	BPUT, Odisha	2009	65%
<b>12th</b>	KDSC, Pochilima	CHSE, Odisha	2002	54%
<b>10<sup>th</sup></b>	PH, Alarigada	BSE, Odisha	2000	53%

**Personal Details :**

Father's Name	:	Mr. Kabiraj Nahak
Mother's Name	:	Ms. Subasini Nahak
Date of Birth	:	23/01/1985
Nationality	:	Indian
Present Address	:	Kharadi, Pune
Permanent Address	:	At/Po- Alarigada, Via-Kukudakhandi, Dist-Ganjam, State-Odisha, Pin-761100

Languages Known	English	Hindi	Marathi	Oriya
Read	√	√	√	√
Write	√	√	√	√
Speak	√	√	√	√
Understand	√	√	√	√

Place: Pune, Maharashtra

Date: