



RAVI NARAYAN SARANGI

*PLOT No.: S – 5 / 252,
NILADRIVIHAR, CHANDRASEKHARPUR,
BHUBANESWAR – 751021 (ORISSA)
MOBILE – 9583758597
Email: ravisarangi1975@gmail.com*

Accomplished Area Manager well-versed in driving key performance indicators & sales to achieve goals.

PROFESSIONAL PROFILE

An Electrical Engineer (Diploma) with over 20 years rich experience in sales , Business Development , Channel Management , Product Management , Client Servicing , Quality Assurance in the manufacturing industry.

Currently working with **SUPERON SCHEWISSTECHNIK INDIA LIMITED** as **AREA MANAGER** covering **ODISHA** for welding products(Retail & Industrial). Proven abilities in devising and executing strategies & plans for developing new markets and new products, escalating revenues for business excellence. Proven performer with an excellent track record of sales. Adept at managing excellent relations with clients, thereby ensuring loyalty and long-term revenue growth. Effective communicator with excellent planning, organizational and interpersonal skills.

AREAS OF EXPOSURE & EXPERTISE

Business Development

Devising And executing result oriented plans to achieve pre-set targets and achieve profitability.

Identifying and exploring new markets and tapping profitable business opportunities .

Monitoring competitors activities and devising effective counter strategies.

Channel Management

Developing and managing a network of Distributor to enhance market reach.

Managing network to enable achievement of sales & revenue targets.

Product Management

Organizing promotions like meets , demonstrations , participation in exhibitions etc. to enhance visibility generate business.

Interfacing with production for developing new product as per market trends / client feedback.

Customer Service

Ensuring speed resolution of client queries & feedback to optimize client satisfaction levels.

Maintaining effective relation with clients to enhance levels of order generation.

ORGANISATIONAL EXPERIENCE :

At STANVAC CHEMICALS INDIA LIMITED., JAJPUR ROAD (ODISHA) worked as Area Manager from April 2009 – May 2020. The company manufactures Low heat input welding alloys, All types of coating for structural, floor, passive fire, cold compounds, mechanical & electrical aerosols.. Key clients with new assignment covers whole Orissa included Powee, Steel, Minerals and Mines, Fertilizer, Refinery and Engineering industries etc....

At D & H SECHERON ELECTRODES (P) LTD., JAJPUR ROAD (ODISHA) worked as Sr. Area Executive from April 2006 – 2009. The company manufactures Low heat input welding alloys, welding equipment, wear resistant plate & insitu job work.

At ADOR FONTECH LIMITED, JAJPUR ROAD(ODISHA) worked as Territory Manager from Jan-2001 to 2006

The company manufactures low heat input welding alloys (Electrodes) , Flux cored Wires, Wear resistant plates, Inverter Based Welding Machine etc with turnover of Rs 145.00 Crores.

. Joined at Jajpur Road as AES in Jan 2001-2006

. Consistently achieved sales target of low heat input welding alloys and wear plates across eastern Orissa and middle Orissa . Managing 4 distributors in the year 2001-2009 according to the area defined.

. Successfully developed new application for the Power, Mining, Chemical, Port, Ferrochrome and Steel industries.

. Key clients with new assignment covers whole Orissa included power plants , steel plants , minerals and mines , fertilizer industries and engineering industries etc.

At R D Enterprises, Bhubaneswar (1998 – 2001) Distributor of L & T EUTECTIC welding alloys worked as Sales Engineer for marketing exclusive L & T – Eutectic welding alloys.

ACADEMIC & PERSONAL CREDENTIALS

Diploma (Elect.) from SCTE&T Orissa in 1995 ,

PGDCA from O.U.A.T, Orissa in 1996


Date of Birth 17th April 1975.

Marital Status: Married

Sex: Male

Declaration:

I hereby declare that the above statements are true to the best of my knowledge and believe



Date: 03/03/2022

(Ravi Narayan Sarangi)

Place: Bhubaneswar

Signature of the Candidate