

Curriculum-Vitae



RANJIT KUMAR PANDA

DEV ENCLAVE CHS.

PLOT NO- 48, FLAT NO-604

6st. FLOOR, SECTOR-35/E

KHARGHAR, Navi Mumbai – 410210

Mobile No. : +91-9833564739, (Home) +91-9969105538

E mail : ranjitkumpanda@rediffmail.com ranjitpanda71@gmail.com

PROFILE SUMMARY:- with 24 years experienced and handling pan India level with a proven track record of leading and developing high-performing sales teams to achieve sales targets and drive revenue growth and enhance overall performance. skilled in customer engagement with management / administrative, vendor and partner relationship management, and effective communication and presentation at all levels. ONE OF THE REASONS FOR MY GROWTH IN PROFESSIONAL CAREER IS THAT - I AM PASSIONATE FOR MY WORK AND ENJOY WHAT I DO.

PERSONAL DETAILD:

Key Functional : Building a high-performing sales team by providing strong mentorship, coaching, and guidance. Identifying and acquiring new customers and up-selling to the existing customer base. Building strong relationships with key accounts. And responsible for planning and coordinating activities for high-level management & clientele alike.

Total Experiences	: 24 Years
Current CTC	: INR – 1,00,000/ PM, In Hand
Expected CTC	: 15 LPA (Open for Negotiable)
Date of Birth	: 30 th May, 1970
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.

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) Navi Mumbai

KEY RESPONSIBILITIES :

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

- Visit & appointment - dealers, distributor, retailers, corporate, hotel industry, hospital industry, builders, architecture, Govt. sector , OEM 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
- 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.
- Co-ordinate with bankers and financiers & other external agencies for smooth running of overall business operations.
- Managing the administrative arrangements of the Multi 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
- providing the overall direction for companies or organizations in the public or private sector. Ensure a business or organization's policies and overall operation are within the parameters set by the board of directors. And responsible for planning and coordinating activities for high-level management and clientele alike.

PROFESSIONAL EXPERIENCES :-

1) Present Company	PNR IMPEX
Designation	General Manager Sales & Operations (PAN India)
Register Office	Mumbai-Andheri
Products	Chemicals Ingredient Solvent / Intermediates for APIs & Raw Materials
Reporting	MD
Period	July-2023 Continue

JOB Profile : Strong leadership skills to evaluate ongoing sales team performance and provide training and coaching when necessary. Building Strategic Networks with people inside and outside the organization to advance the business goals. Developing and implementing sales processes for sales teams, specialists and other representatives Selecting, managing and coaching Team and Operations Managers. Achieve the unit commercial targets. Researching and analysing data to create sales forecasts Collaborating with other departments and upper management to identify business goals. Recruiting, hiring and training all employees & handling every department of company. Identifying customers and sales opportunities by analysing sales data and consumer trends. Creating and managing automation tools to increase sales process efficiency. Implementing and manage CRM tools to maximize opportunities and customer relationships. providing the overall direction for companies or organizations in the public or private sector. Ensure a business or organization's policies and overall operation are within the parameters set by the board of directors.

2) Company Name	ME CASA FURNISHING PVT. LTD.
Designation	General Manager – Sales & Marketing (Handling PAN India)
Register Office	Mumbai – Andheri,
Products	Interior & Exterior Decorators - Seamless Flooring Solutions. With Paint Base & Plaster Base, (Italian Wall Textures)
Reporting Period	MD April-2021 to May – 2023

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) Company Name	FALCON ACOUSTICS & PASSIVE FIRE SOLUTION (P) Ltd.
Designation	GM Sales & Operation - (Handling National level)
Reg. / Head office	Mumbai - Kandivali
Products	Suppliers & Distributor of passive fire & Acoustics products ---: Both Door Segment & Civil Penetration Segment - 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
Reporting	MD

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.

providing the overall direction for companies or organizations in the public or private sector. Ensure a business or organization's policies and overall operation are within the parameters set by the board of directors. And responsible for planning and coordinating activities for high-level management and clientele alike.

4) Company Name	H. D. TRAILERS PVT. LIMITED
Designation	GM Admin-Sales - Handling PAN India
Reg. / Head office	Mumbai
Products	Automobile Manufacturers and suppliers of Trailers spare parts - Likes:- Trailer Axle, Suspension, Landing Gear, King Pin, Wheel Rim, Running Gear Etc...
Period	September-2017 to June -2018
Reporting	MD,

JOB PROFILE :-

providing the overall direction for companies or organizations in the public or private sector. Ensure a business or organization's policies and overall operation are within the parameters set by the board of directors. And responsible for planning and coordinating activities for high-level management and clientele alike.

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.

5) Company Name	ULTRACAB (INDIA) LIMITED,
Designation	Sales Head (West & East)
Reg. / Corporate Office	Rajkot (Gujarat) Working Place - MUMBAI
Products	Manufacturers of Electrical Wire and Cable
Period	May – 2014 to August -2017
Reporting	MD,

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.

6) Company Name	SPACEAGE MULTIPRODUCTS PVT. LTD.
Designation	Joining as ASM to RSM to ZONAL SALES MANAGER
Reg. Office & (H.O)	Kolkata, <u>Working Place</u> – MUMBAI - Chembur
Products	Healthcare-Medical Equipment, Surgical & Sports Goods .
Period	Aug. 2005 to March – 2014
Reporting	Chairman & MD

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 Gym. Maintaining Stock Level at Branch Office, also handling service center, store with back office team. Interview and training team, requirement, team management. Plan store layouts, and design displays.

7) Company Name	CHANDRA GROUP OF COMPANY
Designation	Joining as s Sales Executive to <u>Manager Sales</u>
Reg. Office (HO)	Jaipur
Products	Consumer Durable Electronics and Home appliances
Period	Sept.1998 to June 2005
	Team Size-12 + Multiple Showroom's With overall Staffs
Reporting	Director & MD,

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 Multiple 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)