

Dear Sir.

As a highly skilled Sales & Marketing and service professional with proven experiences in building professional relationships, developing successful sales strategies and closing sales, I believe my talents will enable me to excel in Business Development in your company.

Companies i worked with:

- 1) Prathi Automobiles as marketing manager (2002-2006)
- 2) TVS IMPAL as senior sales executive (2007 - 2009)
- 3) Exide industries limited as Officer Sales & service (2009 - 2012)
- 4) Okaya power limited as TSM (May 2012-may 2014)

Currently I am working with **Sintex Industries Ltd.** as Executive promoted from senior sales officer in odisha and responsible for achievement the sales target assigned in channel sales,project sales(2014 to till date)

Earlier to this, I was with *OKAYA POWER LIMITED*, Odisha (Battery Division) in the year may 2012 as Territory sales Manager leading a team size of 6 executives in sales and service. Which includes - Channel Sales and institutional sales, indenting order, Team Management, Distributor and Dealer development, etc. i was conducted some meets like fleet owner meet, Mechanic meets, Dealer meet, sub-dealer meet and as well as some campaigns like garage campaign, and some awareness programmes.

Earlier to this, I was with *EXIDE INDUSTRIES LTD*, Berhampur & jeypore as Officer Sales & Service, spoke-in-charge (Southern Orissa) Auto Battery Division in which one branch at Berhampur and another is at jeypore. I had joined Exide in Barbil spoke as Sales officer . I headed some project in the interior mining belt which involved increasing our battery sales in the HCV & LCV segments . I have worked in all the trucking zones of Eastern odisha on this project and in this process I have geographically sound knowledge of Eastern odisha, Later on I was transferred to south Odisha, Berhampur in april 2011 and then jeypore to manage two spoke offices.

Earlier to this, I was worked with *TVS INDIA MOTOR PARTS AND ACCESSORIES LTD* (Deals with spare parts and lubricants) as sales executive and resigned as senior sales executive. I started working here as godown in-charge in January 2007 and was promoted to Sales executive in august 2007. Here my job work was Indenting order to different company through proper channel, Sales follow-up, Dealer development for sales, primary & secondary sales, stock management along with achieving assigned sales target. I was **awarded twice** with cash bonus as outstanding sales performer during my stay .

In 2002, I was joined in Prathi Automobiles as Executive sales and resigned as sales Manager (Distributor & Dealer of automotive spare parts and Lubricants in south odisha and worked 4years in sales for Lubricants, Spare parts, Tyres & tubes in three & two wheeler segment for south odisha. During my stay in prathi automobiles, I covered entire south odisha including the naxal areas like Malkangiri, Motu, Kalimela, Balimela, Nabrangpur, Koraput, Jeypore, Rayagada, kalahandi,Gajapati etc..

My expertise lies in Automobiles spare parts, Tyre & tubes (sales & service),Batteries, Consumer Goods , Dealer development,Channel sales handling and Branch administration. i would be grateful for an interview to discuss the specific ways in which I could help your organization & of course you may contact me directly at anytime.

Regards

Syamasankar padhy,

mob-9437569309

RESUME

SYAMA SANKAR PADHY

S/o- Satya Narayana Padhy

At- Gandhi Nagar, 5th Lane

At/po- Berhampur

Dist – Ganjam

State – Orissa

Mob- +91-9437569309,

E-mail: s_s_padhy@yahoo.com , syamasankarpadhy@gmail.com

CAREER OBJECTIVE:

Looking for a job where I can meet the challenges and prove my talents and my expertise.

EXPERIENCE:

I am having 16 plus years of sales experiences in the field of Automobile Spare parts & Lubricants, Batteries, Tyres & tubes, construction equipments and also having three years of data entry experiences in Lakhotia Computer Centre & four years in real estate and construction Division.

EDUCATIONAL QUALIFICATION:

Bachelor degree in the year 2004 with 62%.

Graduation in the 1996 with 42%.

Diploma in Computer Application in the year 1996 with 1st Division (65%).

Intermediate in Science stream in the 1992. With 38%.

EXPERIENCE DETAILS :

SINTEX INDUSTRIES LTD:

Currently I am working as executive sales (promoted from senior sales officer) WST division, south Odisha , which involves target achievement, appointment of new dealer, organizing campaignings & plumber meets to promote the sales in assigned area.

OKAYA POWER LIMITED: May 2012 to May 2014

Worked in *Okaya power limited*, Odisha as Territory sales manager, leading a team size of 6 executives both in sales and service and depot, Responsible for battery sales both inverter and automotive in entire Odisha.

EXIDE INDUSTRIES LTD: From June 2009 to April 2012

Worked as Officer sales and service in *Exide Industries Ltd.* jeypore & Berhampur, (Entire south odisha) District-Ganjam, Orissa. Acting as a officer sales and service in *exide Industries limited*, leading a team of 5 peoples both in sales and service department as well as the depot, from April 2011. Earlier to this, I was appointed as Officer sales and service in *Exide Industries Ltd*, at Barbil location from june 2009 to march 2011, Acting as spoke in charge and leading a team size of 6 peoples in the branch and depot and some times I was deputed to managed the monthly target achievement of rourkella and sambalpur spoke.

TVS IMPAL : January 2007 to February 2009.

Worked as a senior Sales executive in *TVS IMPAL* (India Motor Parts & Accessories Ltd.), Bhubaneswar from January 2007 to February 2009. Took the responsibility for promoting sales across south odisha as well as indenting order for every month through out my stay. I have exceeded the target always thorough out my stay in IMPALI, Bhubaneswar for which I was recognized twice as the outstanding performer with the cash bonus.

PRATHI AUTOMOBILES: January 2002 to December 2006

Worked as *Marketing Manager* in the field of Automobile Spare parts and Lubricants since 2002 to 2006, in Prathi Automobiles, Berhampur. Job responsible was to develop business through sub-dealer by providing secondary sales.

Worked in *Lakhotia Computer Centre*, Berhampur as *Data Entry Operator* from 1997 to 2000.

REAL ESTATE & CONSTRUCTION : (1993-1997)

Worked in *GANESH BUILDERS*, *Berhampur*, as Branch in-charge from the year 1993 to 1997 and here I was looking the

entire site work as well as purchase and negotiation with customers. In this way I have a sound knowledge of construction equipments as well as builders in south odisha.

ACHIEVEMENTS:

Awarded twice with cash bonus as an outstanding performer in the year 2007 & 2008 in IMPAL (TVS).

Awarded as best sales performer in the year 16-17 in sintex industries limited.

Awarded runner up in East zone for the year 18-19 in sintex BAPL limited

PERSONAL DETAILS :

Name : Syama Sankar Padhy.
Date of Birth : 21st January 1975.
Father's Name : Satya Narayana Padhy.
Passport : Valid.
Hobby : Cricket, Carom, Chess.
Languages known : English, **Telugu**, Hindi, Oriya.
Marital Status : Married.
Current salary per annum : 5.50 lakh

Permanent Address : Syamasankar padhy
S/o- Satya Narayan Padhy
Gandhi Nagar, 5th Lane Extn.
Berhampur – 760001
Ganjam, Orissa

Mob-,09437569309

DECLARATION

I do hereby declare that all the above statements are true and correct to the best of my knowledge and belief.

Place : Berhampur
Date : 13.08.2019

Syama Sankar Padhy
Signature of the Candidate