**SANTOSH KUMAR PANIGRAHI**

# S/o – R.C. Panigrahi

Plot No-1255, Satya Vihar

Infront of Saptasati Temple

Bhubaneswar, 751010

**🕾**: +91-9937128984/8249332143

🖂: **skp.odisha1979@gmail.com**

Dear Sir/Madam,

I am submitting my keen interest in your esteemed organization.

To describe myself in brief I am a hardworking Sales Professional. My excellent devotion to work and innovation skills helps me to interact smoothly with people.

Some of my core competencies include:

* Self motivated starter and a quick learner with leadership and interpersonal skills.
* Flexible with work content and location.
* Try to accept my virtues and rectify them to the best of my knowledge.
* Good communication and excellent Organizational Skills

My resume is attached for your review. I am confident that my skills would make great contributions to your organization. Therefore I would appreciate the opportunity to discuss my qualifications in greater detail with you in person at your earliest convenience.

Thanking you in anticipation of a favorable reply.

Yours sincerely,

**Santosh Kumar Panigrahi**

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**EXPERIENCE:**

**11** yrs experience in Pharma and FMCD Sales.

**CAREER OBJECTIVE:**

Looking for career enhancement to secure a challenging position in a corporate sector, where my skills and experience will greatly enhance the company's success and my own personal growth.

PROFESSIONAL EXPERIENCE:

VISION SPRING Pvt LTD. ODISHA/CHHATISGARH

**Designation – EXECUTIVE(PARTNERSHIPS)**

**Duration – March** **2018** to **till date**

Roles & Responsibility:

® Coordinating with all Eye hospitals, NGOs working in Eye Care, Charitable

Organisations for rural project conducting outreach programme in Odisha & Chhatisgarh

® Taking care of the rural marketing activities.

® Appointing new partners in various locations.

® Taking care of the Supply chain for all these projects.

® Coordinating with all project locations.

Coordinating for service issues with all our Partners.

® Handling all the available Product portfolio and negotiating for best price with the Partners.

® Taking care of product requirements as per the requirements of Partners and make them available with negotiating prices.

® Providing outreach training to absolutely new partners and updating al partners about new products on time to time.

® Active participation in Govt tenders.

ACHIEVEMENTS:

Achieved given targets and increased the sales from 1 lakh/annum to 3 lakhs p/m in a time span of 10 months. After this I took over a new responsibility of creating new partners in the assigned states. With this new responsibility I created more than 50 new partners alone and also renewed them time to time.

BHARAT SERUMS AND VACCINES LTD. BERHAMPUR/BHUBANESWAR

**Designation – BDE/ASM**

**Duration – September** **2008** to **February 2018**

Roles & Responsibility:

® Covering segments like Paediatrics, Gynaecology, Surgery, Ortho, Skin, Ent, Tb & Chest, Spm & Casualty, ICU & Pathology Dept.

® Handling Critical Care & Emergency Care products.

® Meeting Drs in DHs, AHs, and HODs in Medical colleges.

® Meeting Pathology Specialities & Covering Diagnostic Centres, Patho Labs &

Franchise Diagnostic centres.

® Achieve target in time

® Reporting to the RSM.

ACHIEVEMENT:

Continuous Zonal Topper in the financial year 2011-2012,2012-2013,2013-2014.

COMPUTER PROFICIENCY:

Languages Known – C, C++, VB6.0

Operating System - MS-DOS, WINDOWS 98

Database - ORACLE 8.0

ACADEMIC QUALIFICATION:

MBA (Sales & Marketing) From OIMT , New Delhi

PERSONAL PROFILE:

Father’s Name Mr. Ramesh Chandra Panigrahi

Date of Birth 14th July 1979

Nationality Indian

Language Known English, Hindi, Oriya (Read, Write, Speak)

Interest Music, Making Friends, Internet Browsing.

Games & Sports Volleyball, Badminton, Cricket.

Strengths Multitasking, Comprehensive Problem solving ability,

Optimistic, Punctual, Honest, Quick Learner

# Permanent Address S/o – R.C. Panigrahi

Plot No-1255, Satya Vihar

Infront of Saptasati Temple

# Bhubaneswar, 751010

DECLARATION:

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

Place: BHUBANESWAR

Date: 26-08-2019 (Santosh Kumar Panigrahi)