CURRICULUM-VITAE

# **Name: SUSHOVEET SAMAL**

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**Phone : +91-7978641431, 7735434845**

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| **CARRIER OBJECTIVE:** |

Seeking a position to utilize my skills and abilities in the field of sales and marketing that offers professional growth while being resourceful, innovative and flexible and intend to build a carrier with committed & dedicated people, which will help me to realize my skills & utilize them to the best.

Comprehensive problem solving abilities, excellent verbal and written communication skills.Ability to deal with people, willingness to learn.Willing to work with any dynamic organization that has focus on teamwork. Meticulous attention on details.Strong organizational skill.Good communication skills, analytical proplem solving skills, quickly adapts to any environments and languages. Also have the ability to create team, co ordinate and Balance it.

**MY AIM IN MY LIFE IS TO GROW PROFESSIONALLY WITH MODERN APPROACH AND TRADITIONAL SYSTEM.**

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| **EDUCATIONAL QUALIFICATION:** |

***+3* :** Passed +3 COMMERCE,orissa.2003

**Intermediate :** Passed 10+2 Sc from CHSE, Orissa. Mark

Secured in PCBM **57 %**.( excluding 4th

Optional marks)

**Matriculation :** Passed from BSE, Orissa with **58%**.

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| **SKILL SETS** |

**Operating systems : WINDOW 98, xp.,excel**

**Languages**

**Diploma in NMAS : (Completed NMAS in NICET)**

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| **WORKING EXP.** |

* **One year exp. in PHOENIX GLOBAL INCORPORATION as a (Team Manager).**
* **7 month exp in KARVY ONLINE as a share trader.**
* **6 month exp. in VODAFONE . orissa process as a C.S.A**

**2 years in Voltas.Ltd (AC) as a RSO, BBSR.CTC.**

**Job responsibilies:**

**Working under A.S.M in Voltas.**

**Visit Dealer and Distributor point in BBSR & CTC.**

**Create Dealer and Distributor points.**

**Also handing Sales and Service of all voltas products.**

**(All types of AC, Water cooler, Deep freezer, Water Dispenser)**

**8 years in Freezeco.Pvt.Ltd as a A.M.S. (Asst.Manager Sales) in Voltas AC.**

**Job responsibilies:**

* **Working as Assistant Manager to look after institutional sales of Voltas Ltd.**
* **Look after entire operation from enquiry to realization of payment from customer.**
* **Leading a team of 2 sales executive and 5 technicians to cover the market so far institutional sales is concerned.**
* **Proficiency in creating business opportunities in the market for the company by meeting the key institutional customers.**
* **Handling the projects with single hand from initiating till completion of projects in time.**
* **Setting the business target and achieving the target with high efficiency.**
* **Added a number of valuable key customers to the company database from different sectors like Govt./ private/Hospital/Education/Hotels for smooth flow of business.**
* **Provide key solutions to customers / projects by proper planning and designing as per their requirements.**
* **In the process I have added valuable key customers from Govt. sector, Public sector, Private sector.**

**3 years & 6 months in Sylimtechnica.P.Ltd, a Architectural Consultant farm Presently working as a (Manager Communication).**

* **All type of Statutory approval from CGWA,OPCB, SEIAA,TOWN PLANNING,NESCO UTILITY,RWSS, DIRECTORATE GENERAL FIRE SERVICES & CIVIL DEFENCE**
* **Architectural, Working Drawing approvals for 100 seated Medical College (Tata Projects) from R&B DIVISION,Bhubaneswar, Directorate of Medical Education & Traning (DMET) conducting meetings at construction Sites.**
* **Odisha Bridge & Construction Corporation Ltd for turnkey Projects.**
* **Presently working for Tata projects ltd for the 100 seated Medical College, keonjhar.**

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| **PERSONAL DETAIL :** |

**Father’s Name : Mr. Swarup Ku. Samal**

**(A.D.S in Sericulture department)**

**Date of Birth : 23rd May 1982**

**Gender : Male**

**Marital Status : Married**

**Nationality : Indian**

**Languages Known : English, Hindi, Oriya, and Bengali**

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| **PRESENT ADDRESS** |

**MIG-2, BDA COLONY, C.S.PUR**

**BHUBANESWAR**

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| **HOBBIES** |

**Wildlife Photography, Trading, Traveling, Music, Watching Cricket**

**DECLARATION**

I do hereby declare that the above written particulars are true to the best of my knowledge and belief.

**Date: 30.10.20**

**Place:** ***Bhubaneswar,Odisha*** **( Sushoveet Samal)**