

# Pritish Sahoo

Sales Manager



Bhubaneswar, Odisha, 751017



<https://www.linkedin.com/in/pritish-sahoo-98298173>



09776525384



prish.sahoo17@gmail.com



## Work History

---

2020-03 - Current

### Management Trainee

*Shree Bharat Motors Ltd., Bhubaneswar, Odisha*

- Developed value-added solutions and approaches by leveraging industry trends and competitive analysis to improve customer relationship building
- Managed social media account of Volkswagen Bhubaneswar, and masterminded highly successful digital marketing strategies for various platforms to attract customer engagement
- Established a new system for generating sales leads which was implemented across the organisation and resulted in a 33.34% improvement in sales performance
- Developed creative sales tools, including trend reports, product data sheets and delivered engaging sales presentations to new clients achieving a sales conversion rate of 10.48%
- Sourced and screened candidates for Sales Executive role and worked with hiring managers to coordinate interviews, offers and onboarding with an average time-to-hire of 22 days
- Trained and developed a team of five new field sales executives who achieved an average of 120% of their sales targets within their first two months
- Led a team of sales and marketing executives in a promotional campaign that resulted in exceeding monthly sales targets by 20%
- Designed and implemented new creative incentive compensation program, increasing profits of the Volkswagen service workshop by 16.29%

2019-04 - 2019-05

### Human Resource Intern

*Medlife Xpress (Part Of Medlife International), Bangalore, Karnataka*

- Formulated questionnaires for measuring pulse of internal customers based on parameters identified during primary and secondary research
- Analyzed pulse survey results using MS Excel to identify CTQ aspects for enhancing internal customer experience
- Designed interactive Tableau dashboard to visualize dynamic regression model of parameters that can influence future decision-making
- Created and drove talent acquisition and job placement strategies to attract diverse candidates
- Identified and created recruitment metrics to analyze trends, drive change and assess progress
- Forecasted personnel demands using Predictive Analytics and developed forward-thinking approaches to achieve objective

2015-08 - 2018-05

## Solution Integrator

*Ericsson India Global Services Pvt. Ltd., Kolkata, India*

- Spearheaded delivery of customized interactive reports and dashboards to ensure service quality for public transportation modes using Tableau Desktop
- Identified parameters that significantly contributed towards revenue leakages for each bill cycle
- Designed BI Reporting of Revenue to analyze and reduce customer discrepancy in revenue generation by clients
- Implemented various process automation alleviating annual man effort of 34 working days
- Collaborated with QA Teams to facilitate audit of pre-defined parameters of postpaid bills
- Delegated tasks within Sanity Testing Team and supervised deliverables
- Interacted directly with clients for analyzing and solving critical issues



## Education

---

2018-06 - 2020-03

### **MBA: Human Resource Management**

*Xavier Institute Of Management, Bhubaneswar - Odisha*

- Graduated with 67%
- Coursework in Talent Management, Performance Management, Salesforce Management, Marketing Management, Compensation & Reward Management, Competency Mapping & Assessment Centre, Learning & Development, Project Management, Recruitment & Selection

2011-07 - 2015-05

### **B.Tech: Electronics & Telecommunication Engineering**

*KIIT University, Bhubaneswar - Odisha*

- Graduated with 74.6%

2010-04 - 2011-03

### **CBSE: 12th Board**

*DAV Public School, Chandrasekharpur - Bhubaneswar, Odisha*

- Scored 73% in 12th Board Exam

2008-04 - 2009-03

### **CBSE: 10th Board**

*DAV Public School, Chandrasekharpur - Bhubaneswar, Odisha*

- Scored 87.4% in 10th Board Exam



## Accomplishments

---

- Core Member, XAHR Alumni Committee (2019-2020)
- Student Volunteer in organizing XAHR International Conference (2019)



## Certifications

---

2020-04

The Fundamentals of Digital Marketing, Google Digital Garage

2018-12

People Analytics, Wharton School of the University of Pennsylvania (Coursera)

2018-11

Design Thinking & Business Analytics Workshop, XLRI Jamshedpur