

***SRIKANT KUAR SAHU***



***+91- 9861644100***

***ssahu9717@gmail.com***

***Area of Expertise***

* *Sales & Cross Selling*
* *Business Development*
* *Marketing Management*
* *Customer Relationship*
* *Client Relationship*
* *Territory Management*
* *Team Building Skill*
* *Presentation & Prospecting*
* *Negotiation & Closing Skill*

***Assistant Manager ( Sales)***

***Preferred Industry: /Telecom/Retail/ Consumer Sales***

*Goal-oriented professional offering 7* ***years of experience*** *targeting assignments in* ***Sales, Customer Relationship and Territory Management,***

**P R O F I L E S U M M A R Y**

* *A result-oriented professional with over7 years of experience in Sales & Marketing, Business Development and TeamManagement.*
* *Resourceful in TelecommunicationSales.*
* *Fair understanding in increasing sales revenue, developing productive and profitable business relationship; coordinating with decision makers, implementation of government policies within given timeline and market development.*
* *Expert in forecasting sales & revenue, identifying new markets and customer segments, developing sales & marketing strategies to exploit theseopportunities.*
* *Registered remarkable growth in the field of marketing Telecom products and consumer durable product since2012-2018.*
* *Consistent achiever of salestarget.*
* *Well known as a team player and for establishing good rapport with customers andclients.*
* *Extremely motivated and result-orientedprofessional.*
* *Successfully implemented targeting growth in KeyMarkets*
* I am worked in across Odisha like (**Cuttack ,Khurdha , Ganjam, Gajapati,Kandhamal,Balangir,Boudh Sonpur.Kalahandi,Rayagada,Koraput,Nabarangpur and Malkanagir** )
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# O R G A N I Z A T I O N A L E X P E R I E N C E

***Assistant Manager***

* **Vodafone mobile serv. LTD**

**BERHAMPUR**

**(16th jun 2015 to till date 25 jan 2019)**

***Territory sales Manager***

* **Reliance communication**

( 29NOV 2014 TO **May 2015**

***Assistant Manager***

**TATA SKY LTD**

**(18thFEB 2019 to till 9jan2020**

***Territory Sales Manager***

**BHARATI AIRTEL**

**(Nov 2012 to**

**26Nov 2014)**

## ORGANIZATION

## TATA SKY LTD.

***Assistant Manger TATASKY (***

18th FEB 2019 to 9jan2020

***Key Responsibilities: Distribution management:***

* *Expands Distribution including achieving targeted number of distributors, expanding existing number of Active base. expansion from current status of DTH SALEING OUTLETS and expansion in current status of Activation outlet base.*
* *Revenue target achievement Primary Implementation of Key Circle sales.*
* *Target Achievement activation Target.*
* *Developing relationships with channel partners to drive sales of different products nationally through their customer base Managing potential channel conflict by fostering excellent communication and through strict adherence to channel rules of engagement*
* *Performing periodic market and program analysis of targeted customers and channel partners*

* *Performing monthly sales forecasting and competitive analysis to determine accurate performance levels and need for growth into current and additional vertical markets and product categories*
* *Developing insights on strategic impact of competition activities / actions and customer & market trends; forecasting business revenues from channel and key accounts*

***Job profile***

* *I am looking total 4 ( four) districts in south Odisha and my team size is 23 , two people are getting salary from company pay role , my base location is jeyepor. Odisha*
* *Seven distributer and six additional distributer on my territory .*
* *I am looking total primary /secondary/ both are driven by me*

Assistant Manager Vodafone 18th may 2015 to 15 JAN 2019( CUTTACK)

***Key Responsibilities: Distribution management:***

* *Expands Distribution Network including achieving targeted number of distributors, expanding existing number of Active RES. expansion from current status of SIM SALEING OUTLETS and expansion in current status of Activation outlet base.*
* *Revenue target achievement Primary Implementation of Key Circle sales.*
* *Target Achievement Acquisition Target.*
* *Quality : Acquisition quality- T1M, T2M,T3M*

## People management:

* *Manages Distribution by adhering to norms for recharge/SIMs/servicing/VMS/FOS/Claims/Reports.*

## Relationship building:

* *Maintains healthy relations with Premium/A+ Distributors and key retailers by conducting minimum one relationship activity perquarter.*
* *Ensure Distributor ROI between 15% to 30%.*

## PRIOR ORGANIZATION

## Territory Sales Manager

***Roles and Responsibilities:***

***I was joined a RM in Vodafone mobile service LTD at Cuttack urban town after one year transfer to BERHAMPUR***

* *Assessing the market potential for Sim, Voucher and E-top up, planning for new distributorship including restructuring for increasing sales revenue, developing productive and profitable business relationship.*
* *Maintaining and developing relationships with existing retailers in person and via telephone calls.*
* *Reviewing & interpreting competition & market information for fine tuning the marketing strategies.*
* *Forecasting the demand & managing product inventory from distributorship and ensuring availability of products as per the market demand.*
* *Addressing retailer requirements and supplying prior notice to improvise sale. Preparing daily sales report.*
* *Representing as a bridge between the company and its existing and potential customers.*
* *Negotiating on price, costs, delivery and specifications with buyers and managers.*
* *Challenging any objections with a view to achieve given target.*
* *Advising on forthcoming product developments and discussing special promotions.*

# A C H I E V E M E N T S

* *Data Smart ( circle R&R /circle topper - 2016)*
* *Vodafone ka superhero ( circle R&R /circle topper - 2018)*

**Reliance Communication**

**Assistant Manager (Distribution)**

**(BERHAMPUR )URBAN (29Nov2014 to April 2015) **

**JOB RESPONSIBILATY**

* *I wasp looping 27 BTS in the Berhampur Urban marketé witz 2 (Two) Distributeurs and 7 (Seven ) DSR Under in each distributeurs. And Ganja Districts accros dépende on Berhampur for business related*
* *looping total primer seconder witz terri tory as per the company normes,*
* *Incérasse the retaille base as per the company normes for growth business* .

**BHARATI AIRTEL**

** (NAWARANGPUR DIST.UMERKOTE, RAIGHAR**

**WITH PART OF GANJAM)**

**(Nov. 2012 to oct. 2014)**

**JOB RESPONSIBILATY**

* **I was looking 75 sites in the NAWARANGPUR Districts like Umerkote and Raighar marketé witz 2 (two) Distributeurs and 10 (TEN) RD DS.**
* **Afteer trancfer to Ganjam on That time 37 sites looping in part of Ganjam district like ASKA from July 2014 to 26 nov2014 .in That time i was looping same 2 MD with 12 RDD .**
* **Increased the revenue by 2 times within three months**

**Achieved 100% of remittance target and 100% secondary sales target**

**SU-KAM POWER SYSTEM L.T.D**

**Sales Executive (western Odisha) (1st Jan 2012 to Nov 2012)**  ****

* I am looking primary with secondary it was 2 distributer in total western odisha only. , just like Kalahandi, bolangiri, Nupaada, Boudh, Sonpur,
* : planning for new scheme on long term like 6month for retailers.
* : Find new direct distributer for Su-Kam power system ltd.
* Made sure that targets are attained and exceeded if possible.
* Exploring new market & identification of new client.
* **A C A D E M I C D E T A I L S**
* ***M.B.A. ( Marketing Management )*** *from VINAYAK MISSION UNIVERSITY -2013*
* ***B.A. (Science College hinjlicut )****from Berhampur University -2011*
* ***Intermediate (12th)*** *from* ***Science College hinjlicut-2006***
* **HSE Board 10th** from SAMALAI BIDYA PITHA .PODANGI

# P E R S O N A L D E T A I L S

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| *Name: SRIKANT KUMAR SAHU* |
| *Father’s Name: SRI JOGINATH SAHU* |
| *Date of Birth: 16Hsep 1988* |
| *Language Known: Odiya, Hindi and English* |

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