

# Curriculum Vitae

**HARA PRASAD PANDA** (Business Manager at M/S Sauri Traders)

Email: [panda.haraprasad@yahoo.co.in](mailto:panda.haraprasad@yahoo.co.in)

Present Address: Bhanjanagar, Ganjam (Odisha)

Contact No.: +91- 9438602070, +91-9938388988



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❖ **Career Objective:** Seeking a challenging position in a growth-oriented organization where I can apply my experience, knowledge, skills and abilities for the betterment of the organization and fulfill my personal objectives which in turn reciprocate into organization benefits.

❖ **Resume Title/ Work Experiences:**

- **Proprietor** of M/S Swayambhu Traders having Electrical Engineer contracting license (H.T, up to 33KV) (E.L.B.O, Govt. Electrical License Board of Odisha) from 11.11.2008 to 31.03.2017 (**9 years, 2 Months**) and executed various Govt. & Private Electrical & Water supply projects.
- **Business Manager/Technical Sales Engineer** having complete **2 years** (i.e-01.04.2017 to 31.03.2019) experience in M/S Sauri Traders. (Responsible for Business Development through Dealer wise monthly sale monitoring, Dealer registration and conducting marketing activities.

❖ **Company: M/S SWAYAMBHU TRADERS**

- Position : Proprietor
- Location : Bhanjanagar (Ganjam)
- Duration : 9 Years, 2 months (i.e.-11.11.2008 to 31.03.2017)

❖ **Company: M/S SAURI TRADERS**

- Position : Business Manager
- Location : Bhanjanagar (Ganjam)
- Duration : 2 Years (i.e.- 01.04.2017 to Present)

❖ **Works & Responsibilities:**

- Territory development: Appointment/ Nurturance/ Network maintenance for Dealers, Customers, Industries, influences etc.
- Meeting Monthly Business Plan: Aggressive Primary sale, Projected sale, Debtor, Inventory, Secondary sale monitoring.
- Initiate and execute promotional activities like Seminars/ Exhibitions/ Customer Direct-mailer, / In house seminars/ Influencers meet.

- Initiate parallel paths of business through energy audit leads pump set business.
- Ensuring the on-time Quality, Pre, during & after sales service to keep Dealer satisfied.
- Settlement of Dealers warranty claim & rewards for their achievement.
- Focusing on service and promotional activities.

❖ **Technical Profile & Academic Profile:**

Course	Year	Aggregate	Institute	University/Board
10 <sup>th</sup>	2003	58%	Sribatsa High School, Bhanjanagar	BSE, ODISHA
12 <sup>TH</sup>	2006	44.09%	K.S.U.B. College, Bhanjanagar Ganjam	CHSE, ODISHA
Diploma Electrical	2015	56.01%	S.M.I.T, Berhampur, Ganjam	SCTE&VT, ODISHA

❖ **Technical Software's:** ERP, MS EXCEL, MS WORD, MS POWER POINT.

❖ **Personal Data:**

- Father's Name : Sri Pradyumna Kumar Panda
- Date of Birth : 10<sup>th</sup> Jan 1988
- Sex : Male
- Nationality : Indian
- Marital Status : Married
- Language Known : English, Hindi, Odia
- Permanent Address : At- In front of D.B. Govt. Girls High School  
P. O/ P.S – Bhanjanagar  
District- Ganjam  
State- Odisha, PIN- 761126
- Present Address : M-91/303, Shapoorji palonji sukhobrishti  
Action area III, New town, Patharghata,  
Kolkata- 700135

❖ **Declaration:**

I hereby personally declare that the  
above information is true to the best  
my knowledge.

Place: Bhanjanagar

Date: 01.04.2019

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