

LAKI PRASADA PANI

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career objective

Data-driven and result-oriented procurement & supply chain professional, with experience in effectively managing all key elements of the supply chain and forming strategies to balance the demand and supply requirements, In Depth knowledge of **SAP-MM and MS-Excel for reporting & data analysis**. Persuasive communicator, analytical mindset, and team collaborator Intend to build a career with a leading corporate with committed and dedicated people. This will provide me with the right environment to explore myself and fully realize my potential and where I can have the freedom to explore willing to work as a team player in a challenging and creative environment.

EDUCATION

COURSE	INSTITUTE/COLLEGE	UNIVERSITY/BOARD	YEAR	% / CGPA
MBAIN Human Resource Management	BHARATHIAR UNIVERSITY VISAKHAPATNAM	BHARATHIAR UNIVERSITY	2020-2021	86%
.PGDHM (post graduate diploma in hospitality management)	THE IMPERIAL COLLEGE OF HOSPITALITY MANAGEMENT AND TOURISM	BSS (BHARAT SEVAK SAMAJ)	2018-2019	87%
GRADUTION (Bachelor Of Arts)	POLASARA SCIENCE COLLEGE POLASARAGANJAM ODISHA	BERHAMPUR UNIVERSITY	2016-2018	59.06%
PGDCA	TCIL COMPUTER INSTITUTE POLASARAGANJAM ODISHA	TCIL INSTITUTE OF COMPUTER EDUCATION	2013-2014	82%
12 th (CHSE)	POLASARA SCIENCE COLLEGE POLASARAGANJAM ODISHA	BHUBANESWAR BOARD OF (CHSE)	2014-2015	57%
10 th (BSE)	HATIOTANODAL HIGH SCHOOL HATIOTAGANJAM ODISHA	CUTTACK BOARD OF BOARD OF SECONDARY EDUCATION	2012-2013	67%

EXPERIENCE

- **Work at Omeel Coils Pvt Ltd Company working as a Manager of Sales (B2B) from Feb 2024 to till now**
 - ❖ **Improved customer acquisition.**
 - ❖ **Created and presented a technical solution to a reputable client, increasing sales revenue**
 - ❖ **Responded to customer questions about product availability and prices to maintain a positive relationship.**
 - ❖ **Product knowledge of Fin & Tube Heat Exchanger & Shell & Tube Heat Exchanger**

- **Worked at Dharmanandan Group of Company working as, a Business Growth Manager (GlobalMarketing & Sales, Import Export) From Feb 4th, 2023 to Feb 1st, 2024.**
 - ✓ **Customer relationship-building.**
 - ✓ **Daily product and industry knowledge upgradation.**
 - ✓ **Customer meeting & deal finalization.**
 - ❖ **Shipment Document process**
 - ✓ **Export Commercial Invoice.**
 - ✓ **Export Packaging List**
 - ✓ **Original Bill of Lading**
 - ✓ **Certificate Of Origin**
 - ✓ **Insurance Copy**
 - ✓ **Phytosanitary Certificate**
 - ✓ **Fumigation Certificate**
 - ✓ **LC / DP/CAD / Drip Capital / ECGC Mode of Payment**
 - ✓ **Ability to achieve monthly sales target.**
 - ✓ **Actively sourcing new sales opportunities through cold-calling and emailing.**
 - ✓ **Create a sales pipeline.**
 - ✓ **Following up on sales inquiries that are made by potential clients through website chats, emails, and outbound calls.**
 - ✓ **Setting up virtual meetings between potential clients and your TL**
 - ✓ **Develop and maintain channel sales**
 - ✓ **Must be able to handle pressure.**
 - ✓ **Excellent Communication and Convincing Skills, should be Presentable and a go-getter.**
- **Work at CMU of ParleBiscuits Pvt Ltd (RPA FOODS PVT LTD SURAT GUJARAT) working as SAP& Supply Chain Manager Last 3 years 2 months 2020-2023**

Details are as under.

- ✓ **Manage warehouse inventory and keep records of the inventory.**
- ✓ **Monitor and manage budgets.**
- ✓ **Select carriers for transportation and negotiate rates and contracts with carriers.**
- ✓ **Respond to and resolve complaints and problems.**
- ✓ **Keep up to date on shipping carriers, routes, and rates and any changes to them.**
- ✓ **Inventory Control**
- ✓ **Order picking & processing.**
- ✓ **Identifying, dispatching, and assuring the quality of goods**
- ✓ **Maintain inventory report.**
- ✓ **Global shipment document process.**
- ✓ **Inbound Logistics & Outbound Logistics**
- ✓ **STN / GRN / MRN Preparation**
- ✓ **E-WayBill Preparation**
- ✓ **PTN (Production Transfer Note)**
- ✓ **Sales Invoice of Raw Material and PackingMaterial RM/PM & all types of SAP works.**

- Active listening
- Leadership
- Effective communication
- Sales planning
- Time management
- Rational problem-solving
- Analytical skills
- Knowledge of CRM systems

INTERNSHIP

Company: ACCOR GROUPOF COMPANY (Mercure Hyderabad KCP)

Duration: 6Months (9th Jun 2019 to 11 January2020)

Additional Qualifications/skills

- ❖ Good communication and interpersonal skills.Problem-solving and decision-making.
- ❖ Coordination and Team management skills.
- ❖ Excellent Knowledge of MS Office.
- ❖ Aptitude in delivering an attractive presentation.
- ❖ SAP
- ❖ All kinds of computer work as per the requirement of origination.
- ❖ Supply Chain Planning & Analysis
- ❖ Demand and Supply Management
- ❖ Negotiation & Contracts
- ❖ Stakeholder Management
- ❖ Photoshop 2021
- ❖ Coral draw 2021
- ❖ Adobe illustrator
- ❖ Filmora video editing
- ❖ B2B, B2C Sales
- ❖ Operation Management
- ❖ Indiamart, Alibaba, Justdial, Hotfrog, Trade India, LinkedIn, Mail, all the portfolio website knowledge.

Hobbies/Interests

- Playing Cricket.
- Listening to Music.
- Making new friends.
- Learning new things.
- Cooking

- Drawing
- Singing

Personal details

Name	Laki Prasada Pani
Father's Name:	Simanchal Pani
Mother's Name:	Banita Pani
Date of Birth:	08th May 1998
Gender:	Male
Marital Status:	Married
Religion:	Indian /Hindu
Language Known:	British English, Hindi & Odia

DECLARATION

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

Place: - Surat, Gujarat

Date: -

Laki Prasada Pani