

## **CURRICULUM VITAE**

**RAJESH KUMAR MAHAPATRA.**

**SURYA COMPLEX,HOUSE NO 0315**

**ROOM NO -103,GAONDEVI WADI**

**GHANSOLI VILLAGE,GHANSOLI**

**BEHIND POST OFFICE**

**NAVIMUMBAI - 400701**

**Mob. No. – 8169527516**

**E-mail - duba.mahapatra@gmail.com**

### **OBJECTIVE**

To obtain an executive sales/ marketing management position within a growth oriented, progressive company.

#### **Key Skills:**

Proven track record of success of having successfully launched several new lines through network of strong, established industry and Builders relationships.

- Innovative professional with 10+ years of progressive experience within the Tiles/Marbles/ granites (floor & wall) sales industry and the skills to drive business growth, capitalize on new revenue potential, and manage all aspects of daily business operations.
- Excellent communication skills & Negotiating skills

### **WORK EXPERIENCE - (25-YEARS)**

**Designation : Area sales Manager (sales & marketing)**

**Company : Asian Granito India Ltd**

**Duration : SEP 2022 TO Till Date**

**Products : Glazed Vitrified Tiles(Tile Slabs) Big size.**

#### **Job Responsibilities:**

\*Responsible for territory development and network expansion by Contacting Leading Builders & Architects.

\*Work with Project & Dealers network.

\*Promotion of products through company schemes.

\* Keeping track of competitor's activity.

\*Generating orders and collection of payments.

**Designation : .Area Sales Manager (Sales & Marketing)**

**Company : RADON INDIA PVT.LTD.**

**Duration : JAN,2021 to August 2022**

**Products : Sanitary ware, Bathroom Vanities, C.P.Fittings, Faucets**

#### **Job Responsibilities:**

\*Responsible for territory development and network expansion by Contacting Leading Builders &Architects.

\*Work with Project & Dealers network.

\*Promotion of products through company schemes.

\* Keeping track of competitor's activity.

\*Generating orders and collection of payments.

\*Reporting to State Head.

Designation : **Area Sales Manager (Sales & Marketing)**

Company : **VARMORA GRANITO PVT. LTD.**

Duration : APRIL, 2017 to DECEMBER, 2020

Products : All Vitrified Tile (GVT & Double Charge and SST)

**Job Responsibilities:**

- \*Responsible for territory development and network expansion by Contacting Leading Builders & Architects.
- \*Work with Project & Dealers network.
- \*Promotion of products through company schemes.
- \* Keeping track of competitor's activity.
- \*Generating orders and collection of payments.
- \*Reporting to AGM

Designation : **Area Sales Manager (Sales & Marketing)**

Company : **Asian Granito(INDIA)LTD**

Duration : FEBRUARY- 2014 to March -2017 .

Products : Vitrified tiles And Wall tiles

**Job Responsibility**

- \*Responsible for territory development and network expansion by Contacting Leading Builders & Architects.
- \*Work with Project
- \*Promotion of products through company schemes.
- \* Keeping track of competitor's activity.
- \*Generating orders and collection of payments.
- \*Reporting to AGM

Designation : **Business Development Executive (Sales & Marketing)**

Company : **Euro Ceramics Ltd., Mumbai. (Euro Group of Companies)**

Duration : January- 2011 to December 2014

Products : Vitrified tiles, Composite Marble, Etc.

**Job Responsibilities:**

- \*Responsible for territory development and network expansion by Contacting Leading Builders & Architects.
- \*Work with Project & Dealers network.
- \*Promotion of products through company schemes.
- \* Keeping track of competitor's activity.
- \*Generating orders and collection of payments.
- \* Reporting to AGM

Designation : **Area Development Officer (Sales & Marketing)**

Company : **Euro Flooring Pvt. Ltd., Mumbai. (Euro Group of Companies)**

Duration : March- 2007 to December-2010

Products : Wooden Floor tiles,(laminate,Engineered,Solid Wood ) Plywood etc.

**Job Responsibilities:**

- Is responsible for territory development and network expansion by Contacting Leading Architects, Interior Designers, and Builders.
- Work with distributor network.
- Specific product promotion (wooden floor tiles).
- Promotion of products through schemes.
- Keeping track of competitor's activity.
- Generating orders and collection of payments.

Designation : **Sr. Sales Executive**

Company : **Mascot Communication System (P) Ltd.**

Duration : April- 2003 to February - 2007.

Products : KTS.(Panasonic/NEC) EPABX, Building Intercom Systems.  
Video Door Phone System(COMAX)

**Job Responsibilities:**

- Providing layouts, project execution at site and providing after sales back up.
- Active participation in project planning for customers.
- Marketing of the products by contacting builders, Leading Companies, Business centers & Societies through Mailers, Advertising, and Tele-calling & Personal contacts.
- Reporting to the Director.

Designation : **Sales Executive**

Company : **Indian Telecommunication System (P) Ltd.**

Duration : July- 1997 to March - 2003.

Products : EPABX, FAX. Building Intercom Systems.

**Job Responsibilities:**

- Marketing of Office Automation Products, including EPABX, FAX (Panasonic, Canon, HP) & Building Intercom Systems.
- Direct approach to Builders, Leading Companies, Business centers & Societies for marketing.
- Reporting to the Sales manager.

**Education**

B.A 1991 – 1994 Berhampur University, Orissa.

**Computer Knowledge**

MS Office, Internet Skills.

**Personal Information**

Father's Name : Padma Charan Mahapatra

Date Of Birth : 1<sup>st</sup> June 1974

Marital Status : Married

Language Known : English, Hindi, Marathi & Oriya.

**Behavioral Characteristics:**

- Leadership quality & Responsibility

- Sincere in attitude
- Presentation and Leadership skills
- Hardworking with good grasping power

**Expected Salary** : Negotiable

### **DECLARATION**

I do hereby declare that all the above statements are true and correct to the best of my knowledge and belief.

Date :

Place : Navi mumbai

**(Rajesh Kumar Mahapatra)**



