

CURRICULUM VITAE

RAJESH KUMAR MAHAPATRA.
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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 Responsibiliti

- *Responsible for territory development and network expansion by Contacting Leading Builders & Architects.
- *Work with Projec
- *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 : 1st 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)

