



Plot no. f/610 sector 7 c.d.a ,  
cuttack, odisha



7978323069, 8895424364



[umeshsibun@gmail.com](mailto:umeshsibun@gmail.com)



[www.linkedin.com/in/umesh-panigrahi](https://www.linkedin.com/in/umesh-panigrahi)

## CORE COMPETENCY

- Ability to handle a wide variety of tasks
- Asses situations and devise solutions
- Strong presentation, communication skills

# UMESH PANIGRAHI

## MOTIVATION

To succeed in a environment of growth and excellence in an esteemed organization and earn a job which provides me job satisfaction, self development and help me to achieve personal as well as organization goals.

## SYNOPSIS

- Worked with Osmosys software solutions as an “Associate inside sales- lead generation specialist” (Nov 2021-May 2023)for the US, Europe, APAC & Middle-East markets, my responsibilities include :-
  - identifying and qualifying new sales leads
  - building and maintaining a database of prospects
  - conducting research to gather market intelligence
  - coordinating with the sales team to schedule appointments and follow up with leads
  - responsible for creating and delivering sales pitches, tracking and reporting on lead generation metrics
  - continuously improving lead generation processes and strategies to achieve sales targets
  - Doing Cold calls, Running e-mail campaigns, and Social media outreach through LinkedIn, Facebook & Twitter

## Duties & Responsibilities :-

- Market research- Identify potential global market for our products by using various marketing tools.
- Lead generation & sales planning
- Lead nurturing and sales
- Building presales and marketing process
- Maintain records of interaction with customers and their status for follow-up.
- Support managers with various operational tasks that help enhance our day-to-day activities.
- Responsible for searching, qualifying, and generating new sales leads to support the sales team.
- Responsible to present our products and services to prospective customers.
- Promoting and marketing business through extensive and persistent cold calling, emails, and communication to prospective clients
- Scheduling Initial Prospecting Meetings for the Sales Team.
- Researching and evaluating additional leads prospects through web research.
- Attract sales partners and enable them to sell our products & services.
- Take initiatives and manage & retain relationships with

## INDUSTRIAL TRAINING

- Organization: - **JSPL (Jindal steel & power limited), BARBIL**

Duration:- 9.06.2014 to 08.07.2014

Project title:- A project on pellet plant overview, BARBIL

- Organization: - **HAL (Hindustan Aeronautics Limited), Koraput division**

Training Category: - Industrial Training

Duration:- 1.07.2016 to 30.07.2016

Project title:- 1<sup>st</sup> stage LPCR Blade of AL31 Engine & it's manufacturing process.

## COMPUTER LITERACY

- MS OFFICE
- Plant Manager

## HOBBY



existing clients.

- Arrange business meetings with prospective clients.
- Executing the phases of the sales cycle beginning from market research, lead generation, email campaigns, cold calling, scheduling meetings, and pre-sales activities.
- Analyze, interpret and synthesize learnings from research sources, and draw actionable and executable conclusions for stakeholders.
- Developing business plans, weekly reports, and sales strategies for the market to ensure attainment of the company's region target.
- Continuously gathering and interpreting data on new and emerging competitors.
- Created databases for assigned regions.
- Integrated primary, secondary, and competitive intelligence to provide a thorough analysis of various market-related issues.

## INTERNSHIP

- Worked as an Sales INTERN with **Pantaloons**, patiaBhubaneswar - Understanding consumer behavior, demonstrating as well as presenting products to customer.
- Worked as an INTERN with **Atrillu Pvt. Ltd** as a Marketing professional- Gather, analyse and appropriately filter data to appropriately create a target audience for the Atrillu Private Limited's Client Medicento which is a MedTech Company.
- Worked as an INTERN with **Rao edusolutions Pvt. Ltd** as a Marketing professional- Generated business leads from the cold call, existing database, through references, existing clients, etc, identify potential prospects and contact them for meetings.

## ACADEMIC PROJECTS

- MBA

Project on topic "A survey on marketing strategies adopted by e-learning platforms to attract new customers"

- B.Tech

Project on the topic "Design & fabrication of upper part of humanoid".

E-project on "Dustless chalk manufacturing".

## EDUCATION QUALIFICATION

- M.B.A in Marketing & Operation Management from SrustiAcademy Of Management, Bhubaneswar(2019-2021).
- Certified in Post Graduation In Tool Engineering (PGTE) from central tool room and training centre, Bhubaneswar, odisha(2016-2017).
- B.TECH in Mechanical Engineering from Ajay Binay institute of technology(2012-2016).
- Passed 12<sup>th</sup> from CHSE board in year 2012.
  - Passed 10<sup>th</sup> from CBSE board in year 2010

## DECLARATION :

All the information mentioned in the CV is correct to the best of my knowledge and believe.

**Date:-**

UMESH PANIGRAHI

**Place:-**

(signature of thecandidate)