





sksamanta1703@gmail.com

S-3,263, NiladriVihar

Chandrasekharpur, Bhubaneswar,

India, Pin-751021

Passport No: P1785312

**Areas of Expertise**





Sales Plans Execution

Strategic Thinking

Trade Shows Participation

Communication

Budget Management

Account Management

Competitive Intelligence

Online/Direct Marketing

Competitor Monitoring

Database Maintenance

Sales Proposals

GeM Tender

Customer Face

Pre – Sales

Team Management

Presentation

Demonstration

**Languages**





English

*Full Professional Proficiency*

Hindi

*Full Professional Proficiency*

Odia

*Native or Bilingual Proficiency*

**Suraj Kumar Samanta**

Seeking a challenging and growth oriented position where I can effectively contribute my skills in Companies to prove my mettle in highly competitive market environment by contributing my skills in target level of business.

**Educational Qualification**



* B.Tech.[Computer Science and Information Technology Engg.] With 70% from ITER under Siksha O Anusndhan University, Orissa [2013-2017]
* **12th /C.H.S.E** from Irodov College of Science,Chandrasekharpur,Bhubaneswar,Odisha-2013,with 60.83%.
* 10th/B.S.E from SaraswatiSishuVidyaMandir,NiladriVihar,Chandrasekharpur, Bhubaneswar, Odisha-2011, with 63.5%.

**Work Experience**



***Assistant Manager – Sales, E Square System and Technologies Pvt Ltd. 01/03/2021 – Till Date***

***Responsibilities – Bhubaneswar***

* Handling end to end sales cycle: Prospecting, Positioning, Negotiations, Closure and Account management.
* Developing market strategy.
* Handling Government Customer, PSU Department and other MSME as well.
* Handling GeM (Government E-Market Place) Tender, Offline Tender, Quotation based closing deal.
* Selling IT products, Software and Networking products as well.
* Building good relationship with OEM (Original Equipment Manufacturer) and Customer as well.
* Customer Facing, understand their requirements, proposing good products and solutions as well, understand customer budget, negotiations.
* Handle Prospects, Meetings, Customer Visit, Conference call, Presentation, Demonstration etc.
* Handling a team of 5 people, maintaining team tracker to identify knowledge gaps within the team, mentor and develop individuals within the team.
* Quarterly Sales review meetings and revamping where necessary to give a new strategy.
* Weekly Team meeting, development, grooming and addressing issues, healthy conversation within the team.
* Responsible for team bonding, goal setting, ongoing performance communication.

***Sr. Business Development Executive - International Markets, AuroIN India Ltd.***

***15/01/2018 – 20/03/2020 Responsibilities – Bhubaneswar***

* Handling end to end sales cycle: Prospecting, Positioning, Negotiations, Closure and Account management.
* Developing market strategy.
* Understand and map company’s offerings with client needs / requirements.
* Heading initiatives in selling technology solutions for Mobile applications,
* Presales (RFI / RFP/ Proposals), conceptualizing target approach and evaluating projects.
* Identifying client's pain points, their business model, proposing solutions and furnishing clients with all required information about the organization, service offerings etc.
* Conceptualize & Implement sales plan for the territory to meet revenue targets
* Contacting prospects through multiple mediums to initiate new business, discussion / sales pitch.
* Handle prospect, conference calls, meetings, presentations, etc.
* Run campaigns to close service revenue along with the inside sales team.
* Upsell and cross sell other premier services in the existing annuity accounts. Identify growth opportunities and increase revenues from existing accounts



**Personal Information**

Father’s Name : Suresh Kumar Samanta

Date of Birth : 17th June 1996

Gender : Male

Nationality : Indian

Hobbies : Singing Song, Playing Cricket, Carom &Dance

 **Suraj Kumar Samanta**

 **Date :**