

MAHESH PATNAIK



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Resident of Indira Nagar, 4th lane, Rayagada

SUMMARY

Believable Distributor Sales Representative looking to leverage many years of sales and marketing experience into a professional professional position. Professional team building and project management expertise with a strong comprehension of sales and service development. Results-driven Distributor Sales Representative known for unparalleled productivity and efficient task completion. Specialize in strategic sales planning, customer relationship management, and market trend analysis. Excel in negotiation, communication, and time management, ensuring seamless operations and client satisfaction. Committed to leveraging these skills to drive sales growth and foster lasting business relationships.

SKILLS

- Business Communications
- Sales Training
- B2B Sales
- Product Demonstration
- Sales management
- Customer Service
- Sales Presentations

EXPERIENCE

08/2019 - Current	<ul style="list-style-type: none">• Distributor Sales Representative, Tataplay, Rayagada, India.• Developed and implemented marketing strategies to increase sales of products.• Created and managed relationships with customers, vendors, and distributors.• Identified potential new markets for company products.
10/2016 - 08/2019	<ul style="list-style-type: none">• Distributor Sales Executive, Bharati Airtel, Rayagada, India• Trained and mentored junior sales representatives and team members.

EDUCATION AND TRAINING

03/2024	MBA, Marketing Vamsi Institute of Management Studies, Rayagada
04/2016	Bachelor of Commerce, Accounting Rayagada College, Rayagada



Accomplishments

Project	Financial Statement Analysis
Objective	To study about the Financial statement like balance-sheet & Profit & Loss account and Interpret all the data given.
Organization	under N.Suresh Kumar (Chartered Accountant), Rayagada
Experience	I had made comparative statements like Comparative balance sheet and Comparative Income statements, Trend analysis in percentage and calculated all financial ratios.

LANGUAGES

Odia, Telugu, English & Hindi

