

Biswa Bhusan Dhal

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Summary

Experienced Sales & Marketing professional with over 22 years of relevant experience seeking a Regional / Zonal Manager role. Proven track record in developing and implementing marketing strategies to drive business growth and achieve targets. Strong leadership and communication skills.

Education

MBA in Marketing from Utkal University , Bhubaneswar

Masters in Commerce from Utkal University , Bhubaneswar

B.Com(hons) in Commerce from S C S College,Puri,Utkal University

Skills

Customer Management

Customer Service, Customer Retention, Customer Satisfaction, Customer Relationship Management (CRM)

Communication

Verbal Communication, Listening, Presentation, Client Relationships, Negotiation

Leadership

Team Building, Decision Making, Operational Leadership

Technical Skills

Microsoft Office, Digital Marketing

Business Acumen

Market Research, Sales Strategy, Business Development, Operations Management, Revenue Generation

Sales & Marketing Specialist

CORE COMPETENCIES

- □ Sales & Marketing
 - □ Dealer & Distribution Management
 - □ Competitors Market Analysis
 - □ Business Development
 - □ Client Relationship Management
 - □ Revenue Generation
 - □ Dealer & Distribution Management
 - □ Competitor Market Analysis
 - □ New Customer Acquisition
 - □ Market Research and Penetration
 - Man Power Handling
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Work

Area Sales Manager-Odisha & W.B at Electrotherm India Ltd, Bhubaneswar - Sep, 2023 - Current

- Looking after Sales & Marketing Operations of Odisha & Westbengal reporting to Director-Sales

Dy Manager/Marketing Manager/Territory Incharge/Area Incharge-State Head(Odisha) at Zuari Cement Ltd A Heidelberg Cement Group, Bhubaneswar - Apr, 2016 - Apr, 2023

- Looking after Sales & Marketing Operations of the Odisha market along with parts of Westbengal,Chhatishgarh reporting to Regional Head-Marketing

Asst Regional Manager at My Home Inudustries Ltd, Bhubaneswar - Jan, 2014 - Mar, 2016

- Looking after Key Customers,Project & Institutional Sales of the Odisha State reporting to G.M Marketing

Assistant Manager-Marketing at Zuari Cement Ltd(Ital Cementi Group), Bhubaneswar - Feb, 2011 - Dec, 2023

- Looking after marketing operations of Khordha,Puri,,Cuttack,Jajpur,Bhadrakh,Balasore,Koraput,Rayagada,Malkangiri,Kalahandi reporting to Dy.General Manager – Marketing

Sr.Marketing Officer/Assistant Manager-Marketing at Maha Cement, Rayagada(Odisha) & Jajpur(Odisha) - Mar, 2007 - Feb, 2011

- Worked in Rayagada,Gunupur,Paralakhemundi,Semiliguda,Jeypore,Koraput,Malkangiri and was responsible for marketing and sales at Jajpur,Bhadrak &Balasore Dist Reporting to General Manager (Odisha).

Jr Sales Manager at Bajaj Allianz Life Insurance Co Ltd, Cuttack(Odisha) - Apr, 2005 - Mar, 2007

- Recruitment of consulatants,train and motivate them and generate business from consultants.Reporting to Branch manager.

Marketing Officer/District Incharge at Oswal Chemicals & Fertilizers Ltd Currently IFFCO, Delhi,Shahjahanpur,Mau & Ballia(U.P) Samastipur & Mujaffarpur(Bihar) - Apr, 1999 - Mar, 2001

- Looking after sales and marketing activities of the assigned districts in U.P & Bihar reporting to respective Area Managers

Sales Assistant(Contractual) at Coromandel Fertilisers Ltd A Murugappa Group Company, Calcutta - Apr, 1997 - Mar, 1999

Looking after sales and marketing activities as an assistant to Zonal Marketing Manager(W.B) in Coordination With EID Parry India Ltd,Co Operative Societies,Rallies India Ltd,Central & State Warehousing Corporations & District Agriculture Offices of the state,Rake Handlings etc .

Address

For Communication

- GA-148,Defence Colony,Niladri Vihar,Near Utkal Hospital,Bhubaneswar-751021,Odisha

Languages

Spoken

- English,Hindi,Odia,Partially Bengali

Personal Details

Date & Place Of Birth

- 15.06.1971
 - Bhubaneswar(Odisha)
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