



CURRICULUM – VITAE

SUSHANTA KUMAR NAMATA

Yuvraj Enclave, Flat No.121,4th.Floor,
Dimna Road,Mango,Jamshedpur-831012.,
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OBJECTIVE:

Seeking a position in an organization through hard work and performance, key skills, job responsibilities And utilize skills and abilities in esteemed organization that offers security and professional growth, While being resourceful innovation and flexible with company's goal and objective.

WORK EXPERIENCE :

- **Fucon Tech. Pvt. Ltd.,:** Worked as a Sales Executive.(2000-2001).
- **McCoy SILICONES LTD.,:** Worked Sales Manager(Dealer & Distributor networking).(2001-2007).
- **JOIN LEADER CHEMTECH Pvt. LTD.,:** Worked as a Area Sales Manager (2007 – 2015).
- **PERMA CONSTRUCTION AIDS PVT. LTD.** – Worked as a Business Development Manager (Jharkhand & Bihar) – April 2015 – July 2017.
- **J.K. POLYPLAST** – Worked as a Business Development Manager (Jharkhand , Bihar & Odisha)- September'2017 – March 2023.
- **TARA PAINTS PVT. LTD.** – Working as Regional Sales Manager (East) – April 2023 – still date.

JOB RESPONISBILITY:

* Develop a retail & distribution business steady revenue, Liaise with decision makers for product approvals from Institutions such as the MES (Armed Forces),CPWD,PWD's ,Municipal Corporations (Govt. & Pvt. Organization) thereby securing assured long term contractual businesses for the Company.

* Promote the Company's image as a futuristic and dynamic organization by aggressively introducing new generation products.

* Techno-Commercial response to Dealers & Distributors (also Key customer).Contact with existing & new customers & future business potential &arranges RFQs. Meet Architect, Builders & Institutional Sales (Govt. & Pvt. Organization) .

*Other managerial activities like Planning, Directing, Team leading & Organizing .

Specialties: Supply chain management, business development, broadening customer base in new geographies, enhance product profitability through brand building initiatives.

ACADEMIC QUALIFICATION :

*B.Sc.(Chemistry Hones.) From Magadha University (1998)

*MBA (Sales &Marketing) L.N. Mishra Institute of Economic Development & Social change.(1998-2000).

PERSONAL DETAILS:

Father's Name: Mr. Asit Baran Namata

Date of Birth: 12-12-1973

Nationality: Indian

Religion: Hindu

Sex: Male

Marital Status: Married

Language Known: English, Hindi, Bengali, Oriya, Punjabi.

Declaration: I do here by declare all the information furnished above are true &correct to the best of my knowledge & belief.

Place:

Date:

Sushanta Kumar Namata