

GANESWAR BISWAL

Mobile: +91-7873346202

Mail: ganeshbiswal.rta@gmail.com/ganeshbiswal.sr@rediffmail.com

Plot no-1540/4931,Lane-14F,Soubhagya Nagar Phase-2,Baramunda,Bhubaneswar,Odisha-751003

Professional Summary:

A dynamic Sales professional with **MBA(Marketing)** specialized qualifications and effective work Experience of more than **13 yrs on Building materials and construction equipments in Business development/Sales(B2B,B2C) and team management.**

Seeking an opportunity to utilize my experience and skills in team management, drafting effective sales strategies analyzing and improving the internal-external factors to increase customer satisfaction and directly impact revenue generation.

Professional Skills:

- Excellent geographical market knowledge of Odisha.
- Strong in Project Sales segment of Civil Contractors, Builders, Promoters, Consultants, Architects and Influencers.
- Ability to learn Products, Services and Procedures quickly and accurately.
- Resourceful, Well organized, Efficient and detailed oriented.
- Comfortable working in highly technical environment.
- Ability to work and operate in a team environment.
- Strong price negotiation, contract tendering and project management skills.

Work Experience:

Organization: Divine Empire India Pvt. Ltd.

Dec-2020 to till date

Designation- Sales Manager

Responsibilities-

- Handling the job of selling different civil construction light equipments,Civil Lab & Safety Equipments.
- Meeting **Road & Building contractors** and visit there projects site for **Enquiry generation-provide solution - submit Quotation-Order Finalization**-Coordination with work execution of Orders-Payment collection-Post sales services related to complaints.
- Track new infrastructure development in respective territory by meeting **NHAI,CPWD,PWD,OBCC,OCC** and develop a database to aid the achievement of sales targets.
- Meeting **civil engineering Consultants** to generate business on Survey and Lab equipments Sales and calibration.
- Working with contractors like **NCC,VOLTAS,L&T,TATA Projects,Ahluwalia** and added them with Divine Accounts,
- Supervising one **SC** and one **CRE** from back office ,who assisting to achieve organization goals.
- Developed new Clints for Divine in Odisha Market by results generate avg.**30 lakhs** revenues per month and settled new warehouse at Bhubaneswar.

Organization: Intek Hardwares Pvt. Ltd.

June-2019 to July-2020

Designation-Assistant SalesManager, Odisha

Responsibilities-

- Establishing Intek's Architectural Hardwares products by appointing distributors and dealers in whole Odisha Market.
- Understanding market situation in terms of requirements with respect to competition, promotional activities by competitors, price factors and features comparison.
- Meeting with Architects, Builders, InteriorDesigner, PMC on regular basis for products specifications and sales support in Projects segment.
- Visiting End users, Contractors and PMC for project enquiry and Price Negotiation by quotations.
- Identifying new project opportunities from the ground level and followup through various stage.
- Achievement-Able to appointing a distributor and CBP in 1st month of joining and achieving 20 to 30% sales growth every month, which was started from zero base.

Organization: Schablona India Ltd. (SomanyCeramics Group)

Jan-2015 to May-2019

Designation-Sr. Territory Manager, Odisha

Responsibilities-

Name: Ganeswar Biswal

Mobile: +91- 7873346202

Page 1 of 2

- Selling premium tiles to consumers via Interior Designers, Architects jointly with trade partners.
- Looked Odisha & Chhatisgarh's Rayapur Market and Managing 20 sales accounts in both market.
- Interacted regularly with potential and existing dealers to apprise them on new design offerings/developments and ensure maximum display at dealers showrooms in given space.
- Managed the commercials like materials dispatch, collection, creditnote, c forms and Material breakage insurance claim.
- Meeting Architects, CPWD Engineers, Contractors, Builders, PMC and Interior Designer for scanning new projects and Negotiate the projects by price quotation and keep excellent rapport with them.
- Covering the territory gap by appointing sub dealer in untapped area to develop the business and market.
- Responsible for achievement of business target quarterly basics given by company.

Organization: Dorma India Pvt. Lld.

June-2012 to Dec-2014

Designation-Business Developer, Odisha

Responsibilities-

- Developed retail and institutional sales in Odisha for Dorma-XLC wooden, glass hardware and automation products by appointed Distributor.
- Regular meet and maintain good rapport with Architect Engineers, Interior Designers, Builders, Contractors, Hardware dealers, Glass dealers, Glass fabricators & Aluminum fabricators to make brand awareness and follow up projects with them.
- Promote and sale the product within the communities of Architects, PMC, Builders and Interior Designers by project specification.
- Researched competition and developed strategies to stand out as a company against competitors.
- Worked closely with service installation team and handled service related issues.

Organization: Vinay Electrical Industries

Jan-2009 to May-2012

Designation- Senior Sales Executive, Bhubaneswar, Odisha

Responsibilities-

- Handled Bhubaneswar, Puri, Khurda & Nayagarah area sales of Electrical accessories, Switches & cables, light fitting, Luminaries & Video Door Phones.
- Listed electrical counter of these four markets and collected details of dealers(eg-d.o.b ,Marriage Anniversary etc.)to keep a strong relationship with them.
- Successfully appointed 4new distributors and aligned the retailers with them.
- Planned and Organized Dealers and Electricians meeting yearly in these 4 areas.

Education:

- Masters of Business Administration (MBA): Marketing 2008
Center for IT Education . Bhubaneswar, Odisha
- Diploma: Plastic Engineering (Testing) 2002
Central Institute for Plastic Engineering and Technology, Chennai
- Bachelor Degree of Science (H) 2001
S.C.S. College,Puri(Utakal University)

Personal Details:

- Gender : Male
- Marital Status : Married
- Language Known :Odia,English,Hindi

Declaration: I hereby insist that the information provided is accurate to the best of my facts and belief.

Place:- Bhubaneswar

Date: -

(Ganeswar Biswal)