

# BIBHUTI BHUSAN PANDA

<b>Permanente Address</b> Bibhuti Bhusan Panda Pravhauri palace Bhadrak Town jaganathpur Bhadrak Odisha- 756100	<b>Present Address:</b> Bibhuti Bhusan Panda Flat no- C- 407 Laxmi Enclave Jaganathpur, Baliana Bhubaneswar Odisha- 752101	<b>Mobile: +91-9937240066</b>  <b>E-mail: <a href="mailto:bibhuti.panda@outlook.in">bibhuti.panda@outlook.in</a></b>  <b>DOB- 05/07/1986</b>  <b>Linked in :</b> <b><a href="https://www.linkedin.com/in/bibhuti-bhusan-panda-6806a735/">https://www.linkedin.com/in/bibhuti-bhusan-panda-6806a735/</a></b>
---	--	--

<b>Career Goals</b>	<b>Having 17 Year Experience in Sales &amp; Dealer Development &amp; Key Account Management with Automotive Industries</b> <b>Division with AMW/Tafe/Escorts /Birla Tyre/Force Motors</b>
<b>Professional Experience</b>	<p><b><u>From July 2022 Onwards</u></b>  <b><u>Designation: Territory Manager</u></b>  <b><u>Company: Force Motors Ltd</u></b></p> <ul style="list-style-type: none"> <li>• Taking care of Force CVD/PVD (Gurkha/Trax/Urbania) Product Dealer &amp; Institutional Sales &amp; Service QRT for Odisha.</li> <li>• Manage Billing and Retail through 9 Dealer of Odisha State.</li> <li>• Taking care of Govt Deal Direct Sales of Odisha Market.</li> <li>• Evaluate Dealer Sales &amp; Service performance and recommend improvements.</li> <li>• Educate DSE about product portfolio and complimentary services offered.</li> <li>• Coordinate with Financer for channel funding and Trade Advance.</li> <li>• Planning for Sales - Setting monthly/quarterly/yearly plan with dealers/ dealer salesmen according to Market and model mix.</li> <li>• Sales (Deliveries and Retail) Volume achievement in his areas as per the plan.</li> </ul> <p><b><u>From July 2017 to June 2022</u></b>  <b><u>Designation: Key Account Manager</u></b>  <b><u>Company: Birla Tyre Ltd</u></b></p> <ul style="list-style-type: none"> <li>• Identify New Business Opportunities for On boarding New Big Fleets for fitment</li> <li>• Managing Key Accounts - Developing Them for Achieving Target Fitments / Sales</li> <li>• Developing Relationships From The Key Accounts (Existing And New ) To Ensure Sustained Business</li> <li>• Develop, Maintain and Manage Service Levels To Establish Performance Of Our Products</li> <li>• Manage End To End Cycle Of Tyres At The Key Customers : Demand Generation , Sourcing , Fitment , Performance And Second Life</li> <li>• Preventive Maintenance Training to Drivers, Fitters, Fleet Managers Etc. To Facilitate Optimum Life Of Tyres</li> <li>• Improving customer engagement with various activities - Pre sales to post sales.</li> <li>• To act as an interface between the Product development.</li> </ul>

<p>Professional Experience</p>	<p><b><u>From March 2016 to June 2017</u></b>  <b><u>Designation: Area Business Manager</u></b>  <b><u>Company: Escorts Agri Machinery</u></b></p> <ul style="list-style-type: none"> <li>• Dealing with Farmtrac and Powertrac tractor Sales &amp; Service through Dealer.</li> <li>• Manage and increase the effectiveness and efficiency of Support Services (Spare part dispatch and Customer Service), through improvements to each function as well as coordination and communication between support and business functions</li> <li>• Manage sales pipeline, forecast monthly sales and identify new business opportunities.</li> </ul> <p><b><u>From Dec 2012 to March 2016</u></b>  <b><u>Designation: Territory Manager</u></b>  <b><u>Company: Tractor and Farm Equipment Ltd (TAFE)</u></b></p> <ul style="list-style-type: none"> <li>• Take Care of Sales &amp; Service Part of Odisha Western &amp; Costal Dealers.</li> <li>• Manage Financer Meet with Dealers to generate good business.</li> <li>• Coordinate with Financer to create and execute business plans to meet sales goals.</li> <li>• Analyze market trends and accordingly develop sales plans to increase brand awareness.</li> <li>• Evaluate R C Pendency &amp; Npa performance and recommend improvements.</li> <li>• Educate Dealers about product portfolio and complimentary services offered.</li> <li>• Address Dealers related issues, sales conflicts and pricing issues in a timely manner.</li> </ul> <p><b><u>From May 2009 to Dec 2012</u></b>  <b><u>Designation: Sales Engineer</u></b>  <b><u>Company: AMW Trucks Ltd</u></b></p> <ul style="list-style-type: none"> <li>• Responsible for Trucks &amp; Tipper Sales through Dealer of all the Costal Odisha territory.</li> <li>• Responsible to achieve assigned targets of the assigned territory.</li> <li>• Responsible for all strategic planning implementation as well in order to achieve the assigned target of the territory.</li> <li>• Monitoring and mentoring of the entire DB team members down the line.</li> <li>• Data base periodic review (Target V/s achievement) and maintaining records of the same.</li> </ul>		
<p>QUALIFICATION</p>	<p><b>MBA (Marketing &amp; Fin) (2007-2009)</b></p>	<p><b>VINAYAK MISSION UNIVERSITY</b></p>	<p><b>DEEMED UNIVERSITY</b></p>
	<p><b>B TECH (Automobile) 2003 –2007</b></p>	<p><b>SRI SAI ADITYA ENG &amp; TECH</b></p>	<p><b>Jawaharlal Nehru Technological University</b></p>
	<p><b>Intermediate 2001- 03</b></p>	<p><b>Odisha. Board</b></p>	<p><b>Bhadrakh college Bhadrakh Odisha</b></p>
	<p><b>MATRICULATION 2000 – 01</b></p>	<p><b>Odisha. Board</b></p>	<p><b>B.P High School Keonjhar Odisha</b></p>