**AYUSH MOHAPATRA**

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Looking for a challenging and growth-oriented position in finance marketing industry to utilize my technical and interpersonal skills for the growth of the organization as well as enhance my knowledge about new and emerging technologies being used in the sector for setting goals and developing plans for business, revenue growth, researching, planning, and implementing new target market initiatives. Researching prospective accounts in target markets. Pursuing leads and moving them through the sales cycle.

**EXPERIENCE\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**GRAPHY BY UNACADEMY [16TH July - till date]**

**JOB TITLE-BUSINESS DEVELOPMENT ASSOCIATES**

**MUTHOOT FINCORP LTD [2ND AUG 2021-14TH JUL 2023 ]**

**JOB TITLE-BRANCH MANAGER**

* Ensure proper hand holding and timely/continues training of the team.
* Encouraging acquiring and sharing of knowledge by team members and proactively participate in knowledge sharing for the development of business and career progression of team.
* Maintain a regular and continuous relationship with existing and potential customers.
* Constant study of market and identify market trends to aid innovation and to meet the need of the customers by up-sell/cross sell of products
* Achieve customers delight through efficient customer service.
* Retain existing customers and acquire new continuously.
* Collaborate with various departments to ensure smooth functioning of the branch.
* Ensure operational adherence as per manual of instructions and laid down policies and practices.
* Mitigation & prevention of risk (material and people) by early and timely detection of frauds and uphold the vision and values of the organization.
* Ensure organization's revenue flow and protect customer's long-term interest by holding regular monitoring and follow up.
* Efficient maintenance of books of accounts, documents and statuary records and upkeep of branch premises and physical assets.
* Liaison and coordination with statutory authorities or external agencies and ensure compliance adherence rule of law.
* Responsible for disbursement of SME loan .
* Evaluating credit worthiness by processing loan applications and documentation within specific limits.
* **Complete loan contracts and counsel clients on policies and restrictions.**
* **Interview applicants to determine financial eligibility and feasibility of granting loans.**

**TOPPR [ 28TH DEC- 30TH MAR ]**

**JOB TITLE- ACADEMIC CONSULTANT**

* + Experience in developing and qualifying prospect list.
  + Experience in dialing large number of calls [120-150 ] with 2.5 hours of talk time daily.
  + Connecting with potential customers over calls and setting up meetings virtually and physical mode.
  + Presenting demos to students and their parents regarding product and services.
  + Conducted deep market research and worked on new marketing campaigns communicate with customers and assisted with customer relations management.
  + Daily average two average meeting conducted.
  + Fulfilling up targets monthly keeping all KPI.
  + Utilizing of CRM properly resulting in 20 % of target achievement.

**SHERPA CONSULTANCY SERVICE PVT [1st SEP 2018 – 28TH MAY 2019]**

**JOB TITLE-BUSINESS DEVELOPMENT MANAGER**

* Planning and overseeing new marketing activities.
* Multi- Location Recruitment using web-based sourcing, referrals, and database creation and updating.
* Performed full cycle recruiting on 15-20 job requisitions, averaging 25-30 hires per month.
* Mentored and coached new Conducted interviews with internal employees in efforts for internal mobility.
* Successfully met affirmative action goals.
* Conducted Skype and telephone interviews and reviewed resumes to link customers’ needs recruiters and recruitment coordinators.
* Prepare project quotations and proposal for the clients.
* Understand the target markets, including industry, company, project, company contacts and which market strategies can be used to attract clients.
* Follow the latest industry developments and stay up to date on corporate competitors.

**AJEET MANAGEMENT & MANPOWER CONSULTANCY [12TH SEP 2017 – 18TH AUG 2018]**

**JOB TITLE-BUSINESS DEVELOPMENT MANAGER**

* Follow up new business opportunities in foreign countries and setting up meetings.
* Visiting and ensuring the CLIENT satisfaction by providing them good business service within appropriate time.
* Overseeing the development of marketing literature.
* Projected monthly volume, penetrations, and new business acquisitions versus company spend and successfully met objectives monthly.
* Developed and implemented business plans and marketing strategy for pipe pilling market.
* Generated new business for the company via cold calls, in person visits, referrals from contracts and networking on social media.
* Participated in trade shows, industry event, training programs and conferences as directed.
* Planned supervised and coordinated daily activities of the recruiter as well as the business developer of different project for smooth running of business.

**SAI SMARAN FOODS LTD [2ND APRIL 2016 – 15TH APRIL 2017]**

**JOB TITLE-FINANCE EXECUTIVE**

* Manages day to day Accounting, invoicing, payroll, banking, billing, calculation of monthly sales Tax/Vat.
* Maintaining Bank Reconciliation Statement and Reconciliation of Debtors and Creditors.
* Maintaining Internal Audits-Stores and Accounts Book.
* Handling of MAHARASHTRA STATE AGRICULTURAL MARKETING BOARD [MSAMB] site, preparing Invoice and reporting to the management.
* Managing day to day sales procurement activities and maintain the inventory on a weekly basis.
* Dealing with the clients on a regular basis and resolving sales related queries.
* Checking purchase invoices to delivery note.
* Monitoring customer accounts for non-payment and delayed payment.

**VALENTINA PIPES [1st JUNE 2014-30TH JUNE 2015]**

**JOB TITLE- ACCOUNT ASSITANT**

* Making budget statements, report analysis, fund flow , cash flows statements and other activity like reconciliation of Banks.
* Handled & Maintained books of accounts on Tally .
* Handled day to day banking operations.
* Maintaining daily sales report.
* Handling vendor’s account.

**INTERNSHIP \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**COMPANY-SHAVE 100**

**TOPIC:** A comparative analysis of pricing strategies of competitors

**DESCRIPTION:** Collecting the secondary data and making a comparison and analysis of pricing of shaving cream/foam/gel of competitors and suggesting the best pricing strategy to the company for launching its new products.

**COMPANY- TATA MOTORS**

**TOPIC:** Sales & Distribution in TATA MOTORS

**DESCRIPTION:** To identify how to do sales and distribute heavy and light vehicles to the customer and the process involves from the pitching the customers to buying of vehicle.

**EDUCATION\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_**

* SCHOOL- ST.XAVIER’S HIGH SCHOOL, BHUBANESWAR

YEAR- 2019

DEGREE TITLE- 10TH

BOARD- CBSE

* COLLEGE- MAHARSHI COLLEGE OF NATURAL LAW, BHUBANESWAR

YEAR-2011

DEGREE TITLE – 12TH, COMMERCE

BOARD- CHSE

* COLLEGE- RAVENSHAW UNIVERSITY, CUTTACK

YEAR- 2014

DEGREE TITLE- B.COM, ACCOUNTING (HONOURS)

BOARD- RAVENSHAW UNIVERSITY

* COLLEGE- BIRLA GLOBAL UNIVERSITY

YEAR-2021

DEGREE TITLE- MBA

BOARD- BIRLA GLOBAL UNIVERSITY

**SKILLS \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

* + Revenue generation
  + Develop and oversee sales and marketing strategies.
  + Promote organization products and services by developing new client relationships and retaining and expanding existing client relationships.
  + Believes in inbound marketing.
  + Preparing appropriate budget for the organization.
  + Strong team building and training.
  + Strong technical skill.
  + Flexibility
  + Relationship & Management.

**CERTIFICATION\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

* TALLY ERP 9 FROM MEGA SOFT
* INDUSTRIAL VISIT CERTIFICATION IN CTTC
* ACCOUNTING FUNDAMENTALS FROM CFI
* DIGITAL MARKETING FROM GOOGLE
* 5. MARKET RESEARCH & CONSUMER BEHAVIOUR FROM IE BUSINESS SCHOOL
* MARKETING ANALYTICS FROM UDEMY
* WEBINAR ON INTERNATIONAL BUSINESS POST

PLACE : AYUSH MOHAPATRA

DATE