



CURRICULUM VITAE

Chittaranjan Panigrahi

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PASSPORT# W5512893 (02/11/2022 to 01/11/2032)

Introduction:

A result-oriented professional having more than 16 years of experience (more than 10 years with MNCs @ Delhi/NCR Locations, INDIA) in different Industries at different capacities. Successfully managed Overall Operations, Customer Service, Client Services & Interactions, Sales and Business Development, Team Management, People Management, Dealership Management, Network Management, Internal & External Stake Holder Management.

Career Objective:

Looking forward to accept challenging work assignment(s) in a growth-oriented organization where work leads to learning new challenges and achieving milestones.

Job Experience:

Working as **General Manager**, Dealership Management for **Sri Aditya Honda**, Authorized Honda 2Wheeler Dealership, Rayagada, Odisha, India from March, 2023 onwards.

Looking after overall business operations of the Dealership.

Recent assignment was with **Lakshmi Automotives**, a leading 2Wheeler Authorized Dealership of **Hero MotoCorp. Ltd.** @ Brahmapur, Odisha, India as a **General Manager, Dealership Management** from **December, 2021 till March, 2023**. Looking after Overall Business Operations of the Dealership.

Previously associated with **Swyam Motors Pvt. Ltd.**, a leading 2Wheeler Authorized Dealership of **Honda Motorcycle & Scooters India Pvt. Ltd.** @Bhubaneswar & Brahmapur Locations, Odisha, India from **August, 2017 till November, 2021**.

Joined the Organization as a Centre Manager in **August 2017** when it was a Sub-Dealer. Looking after Overall Business Operations of the Centre.

Promoted to Head of Operations, Overall Business (second in line after MD), after getting Authorized Dealership in **April 2019**. Looking after overall Operations of Sales, Service, Warranty, Customer Complaint and actively leading all Teams & Departments in taking final decisions as per requirements. Sales & Business Planning, Stock Management, Adhering Product Portfolio as per Honda. Also looking after Network Development. Dealing with all Finance Companies in sales improvement through Indoor/Outdoor

activities/Offer Program from time to time.

Responsible for Client facing and Point of Contact for Honda on behalf of the Dealership on all levels of communications.

Previously worked with Heidrick & Struggles, a leading MNC Executive Search Firm as a Senior Associate for their India Operations Centre, Gurugram (Delhi/NCR, INDIA). Associated with the company from September, 2008 till July, 2017.

Job Responsibilities:

- Managed a team of 70 associates.
- Planning & distribution daily workflow.
- Responsible for mentoring new joiners.
- Negotiating deadlines for large projects with clients.
- Working closely with different teams in planning and execution of various ongoing projects.
- Preparing Daily Target Report for assigned shift.
- Assisting and working closely with different Team Managers on day-to-day work.
- Assisting internal Partners, Principals, Knowledge Managers and Consultants from more than 60 countries in support services for various search assignments.

About Career Beginning:

- I started my career as a Sales Officer with **Reliance Communications Ltd.** (Prepaid & Postpaid Mobile Services) under Tirupati Electro Marketing Ltd., Bhubaneswar, Odisha, INDIA.
- Internship with **PepsiCo.** (Vibhu Drinks) as a Summer Trainee.

Educational Qualification:

- Post Graduate Diploma in Sales & Marketing Management from National Institute of Sales (NIS Sparta Ltd.), from Bhubaneswar, Odisha, INDIA in July 2001 with 75% success rate.
- Bachelor of Arts from Berhampur University, Odisha, INDIA in July 1997.
- Completed Certificate in Computing (CIC) under IGNOU.
- Completed Advanced Diploma in Computer Application.

Rewards & Recognitions:

- Awarded Star of The Month Multiple times.
- Multiple Special Project Award from Managing Director (INDIA) for outstanding customer service.
- Actively participated in events, extra-curricular activities and competitions.
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Personal Details:

Date of Birth: 23rd June, 1976

Marital Status: Married

Nationality: Indian

Languages known: Fluent in English, Hindi & Odia

Hobbies:

Listening to music, reading newspapers, swimming, and playing cricket.

Best Regards,
Chittaranjan Panigrahi