



RANJIT MOHANTY

POST APPLIED FOR:

- **PRE SELLER**
- **SALES EXECUTIVE**
- **VAN SALES**

CONTACT

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Address: Dubai - UAE

DRIVING LICENSE

License No: 4240246

Light Vehicle

SKILLS

- Team management
- Good organization skills
- Very energetic result oriented
- Efficient and well-behaved person

PERSONAL INFORMATION

Date of Birth

28/05/1981

Nationality

Indian

Marital Status

Married

Visa Status

Employment Visa

Passport No

S4828227

Languages Known

- English
- Hindi
- Malayalam

OBJECTIVE

A suitable position with an organization where I can utilize the best of my skills and abilities that fit to my education, skills and experience a place where am encouraged and permitted to be an active participant as well vital contribute on development of the company

EXPERIENCE

**Van Sales Man – Al Ghurair Foods Distribution - in Dubai –UAE
(Covering the route Abudhabi) -Duration- Dec -2022 to till date
Responsibilities:**

- Sales & Distribution Management: Oversee sales and distribution channels in the assigned area.
- Billing & Product Distribution: Ensure accurate billing and efficient product distribution.
- Sales Forecasting & Demand Planning: Analyze market trends to forecast sales and plan demand effectively.
- Goods Return Management (GRV): Handle Goods Return Vouchers (GRV) efficiently.

**Sales Executive – KHANSAHEB Facilities Management in Dubai-UAE
Duration: FEB-2021 –Nov-2022**

Responsibilities:

- Experience In Managing Bids, Tenders, Presentation, Proposals & Closing The Deals.
- Build New Contracts & Create New Business Opportunities & Increase The Prospects Database. To Prepare The Commercial Calculation For Tenders.

Supervisor – BIOCON BIOLOGICS LIMITED in India

Duration: Feb-2010 to Sep-2016

Responsibilities:

- Associated as Area Sales Supervisor covering two states Bihar and Jharkhand, reported by three Business Executives and one Diabetes care advisor.
- Handling the most premium Diabetes molecule INSULIN brand INSUGEN, including Sales and
- Marketing, Business development, Distribution and Channel management.
- In 2010 joined Biocon in a re-launched Territory with 14000 INR monthly sell , but then slowly and steadily increase the sell to 15 Lakh INR per month till 2016.
- Successfully introduced new products INSUGEN 100IU VIAL (INSULIN R-DNA 100 IU), INSUGEN Cartridge (INSULIN R-DNA REFIL) & DEVICE

**Sales Executive– Biocon Biologics Limited Unichem Pharma
(Pharmaceutical companies) in India - Duration: 2006 to 2010**

EDUCATIONAL QUALIFICATIONS

- **Graduation : Bachelor in Secince from Utkal University, India**

PROFESSIONAL QUALIFICATION:

- **Completed FUNDAMENTAL COURSE IN MANAGEMENT(FCM) WE SCHOOL WELINGKAR EDUCATION, BANGALORE**
- **PGDCA (Post Graduate Diploma in Computer Application) (MS- Office-Word, Ecxl, Power Point)**

DECLARATION

I hereby certify that the above information are true and correct according to the best of my knowledge & my experience. If selected I assure that I would perform to the best of my abilities, earliest waiting a positive response.