



Dharmendra Ku. Dora

Plot No- 315 ■ Laxmisagar ■ Talasahi ■ Bhubaneswar ■ Pin-751006

Email- dkd27051980@gmail.com, Hand Ph-9337282477

WINNING ASST. SALES MANAGER

- **Top-ranked Area sales Manager with 19-year history of sales success.** Recognized for contributions to record-setting sales figures, territory startup/expansion and new account development.
- **Proven ability to lead sales to achieve 4 Crores in INR with good revenue.** Offer an in-depth understanding of the sales cycle process and remain focused on customer satisfaction throughout all stages.

EXPERTISE

- | | |
|---------------------------|-----------------------------|
| ▪ Sales Team Supervision | ▪ Presentations & Proposals |
| ▪ Territory Management | ▪ Closing Strategies |
| ▪ New Account Development | ▪ Sales Training |
| ▪ Relationship Building | ▪ Leadership qualities |

PROFESSIONAL EXPERIENCE

Makita Power tools India Pvt Ltd

Area- Odisha

Designation- Asst. sales Manager, 04/2019 to till date.

Makita Power tools is a Japan MNC manufacturing industrial and retail Power tools, Cordless tools, Outdoor products, Garden tools and cleaning products.

Responsibilities

- Handling sales and service team and lead 4 crore value of business in Odisha territory.
- Product forecast preparation on monthly basis & stock management for own region.
- Responsible for tracking competitor activities in the region and Business Intelligence.
- Identifying new prospect in the region and convert them in buying customer. To develop and grow existing customers in line with Product Strategy.
- Demonstration and is the major part to conduct at end users.
- Conduct seminar and presentation at key end customer to create brand awareness.
- Company vendor registration with public sectors and Govt. institutions.

Key Skills

- Basic computer knowledge and convergent to MS Office, outlook & Tally ERP.
- Dealers and Channel management for retails segment.
- Appointing new channel/ Dealer to drive the sales.
- Achieve agreed and communicated sales target in defined region.
- Human Relation Management and interpersonal skills.
- Market understanding and Business acumen Value based selling Willing for extensive business travel
- Presentation, communication and analytical skills.
- Self motivated and leadership qualities.

V3 Files & Tools

Area- Odisha

Designation- Area sales Manager, 01/2016 to 03/2019

V3 brand files and precision tools are manufactured in India having 2 nos of plants in Uttarakhand and Nasik. Manufacturing long solid carbide end mills, Industrial files, Solid carbide jobber drills, HSS threading taps and many more solid carbide and HSS drill bits in product line.

Recruited to drive Odisha sales based at Bhubaneswar. Responsible to develop Territory sales value of 1 Crore. A very new brand in market (Industrial as well as retail) Files and Precision tools brand and a new challenge to establish in Odisha.

Achievements

- Drive the sales from zero sales to 2 Crore sales within 3 yrs.
- Brand established in every big end user in territory.
- Appointed 5 Nos dealers and 100 Nos channel sales partners to achieve the big goal.
- Company vendor enlisted with public sectors and Govt. institutions.
- Achieved agreed and communicated sales target in defined region.
- Created a good sales team and drive successfully.

Stanley Black & Decker India Ltd

Area- Odisha & Chhattisgarh

Senior Sales Executive, 2/2011 to 12/2015

Recruited to lead startup of Odisha & Chhattisgarh sales region from a very poor market share. Grow market share by increasing gasket product-line (Power Tools, Hand tools & Accessories)

Achievements

- Drive the sales from zero sales to 2 Crore sales within 3 yrs.
- Brand established in every big end user in territory.
- Appointed 5 Nos dealers and 100 Nos channel sales partners to achieve the big goal.
- Company vendor enlisted with public sectors and Govt. institutions.
- Achieved agreed and communicated sales target in defined region.
- Created a good sales team and drive successfully.

Kulkarni power tools ltd (KPT Brand)

Area of Operation- Odisha

Sales & Service Engineer, 12/2002 to 2/2011

Recruited to lead startup of Odisha territory for sales and service with no team member and last achievement 4 Crore. Responsible for sales growth as well as service.

Responsibilities (Sales)

- Increased territory sales from less than 1 Crore to 4 Crore.
- 10 Nos new dealer appointed to growth sales vertically.
- Demonstration regularly done in key industry to grow industrial product sale.
- Sub dealer list increases to achieve sales figures.
- Company vendor registration with public sectors and Govt. institutions.
- Canopy shows at industrial area.
- Free service camp near industrial area and spare sales focus.

EDUCATION

Diploma in electrical engineering from UCP engineering school (Berhampur) (1999/2002)
Govt I T I (Industrial training institute) from Berhampur (1995/1997)
Matriculation from Board of secondary education (Odisha) 1995

APPRENTICE

Apprentice training done from 1997 to 1998 at Bhanjanagar 220/132/33 grid substation under Grid Corporation of Odisha ltd

COMPUTER EDUCATION

MS word, Excel, power point, Outlook, Tally ERP

LANGUAGE KNOWN

English- (Speak, Read, Write)
Odiya-(Speak, Read, Write)
Hindi-(Speak, Read, Write)
Bengali-(Speak)

PERSONAL INFORMATION

Name- Dharmendra Kumar Dora
Father's Name- Ramarao Dora
Date of Birth- 27th may 1980
Marital status- Married
Nationality- Indian
Gender- Male
Permanent Address- At/Po- Banasingh, Via- Mahimagadi
Dist- Dhenkanal
State- Odisha
Pin-759014

Date:

Place:

Dharmendra Kumar Dora