

GOPABANDHU NAYAK

-  Ambika Nagar 2nd Lane, Brahmapur, Ganjam, Odisha – 760003
 -  +91 8249313976
 -  ajitnayak.nayak8249@gmail.com
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PROFESSIONAL SUMMARY

- Dynamic and result-oriented Sales Professional with experience in channel sales, dealer development, distributor management, retail expansion, and business development. Currently working with Exide Industries Ltd., driving secondary sales growth, market penetration, retailer engagement, and inventory management across assigned territories. Proven ability to build strong dealer networks, improve market coverage, manage collections, and execute sales strategies that enhance business performance. Seeking an Area Sales Manager position where I can leverage my sales expertise and leadership capabilities to contribute to organizational growth.
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CORE COMPETENCIES

- Area Sales Management
 - Channel Sales & Distribution
 - Dealer & Retailer Development
 - Secondary Sales Growth
 - Territory Management
 - Market Expansion
 - Distributor Management
 - Inventory Planning & Control
 - Collection & Credit Management
 - Retail Network Expansion
 - Customer Relationship Management
 - Business Development
 - Team Coordination
 - Technical Product Training
 - Sales Planning & Execution
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PROFESSIONAL EXPERIENCE

Dealer Sales Representative

- **Exide Industries Ltd.** | feb 2024– Till Date
- Manage sales and distribution operations across assigned territories to achieve business objectives and secondary sales targets.
- Develop and strengthen dealer and retailer networks by identifying and onboarding new business partners.
- Drive market penetration initiatives and improve product visibility in both urban and rural markets.
- Conduct product awareness and technical training programs for retailers and mechanics to promote premium product ranges.
- Monitor distributor inventory levels and ensure optimum stock availability across the market.
- Coordinate payment collections and maintain healthy distributor credit cycles.
- Track market trends, competitor activities, and customer requirements to identify business opportunities.
- Build strong relationships with distributors, retailers, mechanics, and key stakeholders to support sustainable growth.

Sales and Marketing Manager

Ganapati Glass House | jan 2021 – jan 2023

- Managed complete business operations including sales, procurement, inventory management, customer service, and project execution.
- Supervised installation teams and ensured timely completion of residential and commercial projects.
- Handled supplier negotiations, procurement planning, and stock management.
- Provided technical consultation and cost estimation to customers, contractors, and architects.
- Ensured high standards of quality, safety, and customer satisfaction.

Sales Executive

Eeve Pvt. Ltd. | feb 2020 – sep 2020

- Promoted electric vehicle products and managed customer acquisition activities.
- Conducted product demonstrations and converted customer enquiries into sales opportunities.
- Maintained strong customer relationships and supported after-sales service initiatives.

Sales and Marketing Executive

Lakshmi Motorcycles & Allied Pvt. Ltd. (Suzuki) | jun 2018 – jan 2020

- Managed showroom sales activities and customer relationship management.

- Assisted customers in product selection, financing options, and purchase decisions.
 - Contributed to monthly sales targets through effective customer engagement and follow-up.
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EDUCATION

Diploma in Mechanical Engineering

- SCET&VT / HIT, Berhampur | 2019
Percentage: 67.3%

ITI

- NCE&RMITC, Berhampur | 2015
Percentage: 72%

Matriculation

- BSE Odisha | 2010
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TECHNICAL SKILLS

- MS Excel
 - MS Word
 - MS PowerPoint
 - Sales Reporting
 - Inventory Management
 - Basic Computer Hardware Knowledge
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PERSONAL DETAILS

- Date of Birth: 01 May 1995
 - Languages Known:
 - English
 - Hindi
 - Odia
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DECLARATION

- I hereby declare that the information furnished above is true and correct to the best of my knowledge and belief.

Place: Brahmapur

Date: _____

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