

PRIYABRATA MISHRA

Bhawanipatna, Orissa 766001
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A sales and marketing professional with 17 years of experience is a seasoned leader in driving business growth through strategic sales and marketing initiatives. A deep understanding of market dynamics, customer behavior, and competitive landscapes, develop and implement effective strategies to increase revenue, market share, and brand awareness.

Willing to relocate: Anywhere

Personal Details

Date of Birth: 1986-07-20
Eligible to work in: India
Highest Career Level: 5+ years experience
Industry: Automotive
Total years of experience: 17

Work Experience

General Manager - Operations

Arundhati Automotive pvt.ltd-Bhawanipatna, Orissa
Full-time
1 month notice period
March 2021 to Present • Full-time

focuses on overall dealership management, including sales, service, and operations. The role involves leading teams, developing strategies, managing budgets, and ensuring customer satisfaction to drive profitability. They're responsible for meeting sales targets, managing inventory, and maintaining a positive brand image. And secondary is network development.

Marketing & Sales Head

OSL MOTOCORP PVT. LTD-Cuttack, Orissa
Full-time
August 2013 to January 2021 • Full-time

Develop and implement sales strategies aligned with BMW Motors overall business goals, including setting sales targets, pricing strategies, and promotional campaigns.

Team Leader - Sales

Ethos Watch Boutiques-Girgaon, Mumbai, Maharashtra
Full-time
December 2010 to July 2013 • Full-time

Be a Team leader sales my responsible for leading and motivating a team of sales associates. In luxury sales, team management, and driving sales performance, often showcasing accomplishments like exceeding sales targets and building strong customer relationships.

Sales Officer

JYOTHI LABORATORIES LTD-Berhampur, Orissa

Full-time

August 2006 to October 2010 • Full-time

My primary responsibility is to drive sales and achieve targets within a designated territory, focusing on both primary and secondary sales. This involves building relationships with distributors and retailers, ensuring product availability, and monitoring sales performance.

Education

MBA/PGDM in MARKETING AND HR

Berhampur University-Berhampur, Orissa

Full-time | April 2010 to July 2012

Scored: 81

This course is related to Marketing and Human resource,

And my project was product brief cation and marketing to retail in south Odisha. Visit different shops for selling the Edible Oil ,Show them the manufacturing process and how they get good margin from packet selling. Taking order from retail market then supply them exact amount of ordered list. And collection the payment. Making advertisement in local areas like display event in local market and activity center.

B.Sc in Physics

Berhampur University-Science College, chatrapur, ganjam, odisha

Full-time | March 2003 to July 2006

Scored: 66

aerodynamic investigations

Investigating the aerodynamics of different wing shapes involves studying how air flows around various wing designs to understand lift, drag, and overall aerodynamic efficiency.

Diploma in E-business technology

shanti Niketan university-Kolkata, West Bengal

February 2000 to September 2002

This course is related to Web page design for promoting the product or places.

I was make a page for Odisha's most visiting places for promoting tourist places by the help of OTDC Odisha. Collecting different live and offline picture and videos for make the page very attractive and useful.

Skills / IT Skills

- Communication skills, Negotiation and Influencing, Customer Service, Sales Process and Techniques, Sales Tools and Technology, Data Analytics, Digital Marketing, Adaptability, Interpersonal Skills (10+ years)