



Falcon Multi Services Ltd
201, Creado, Juhu Chruch Road, Juhu Mumbai 400049

Personal Information

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|----------------------------------|----------------------------|
| Candidate id | 3521 |
| Name | UMA KANTA BEHERA |
| Date of Birth | 1981-01-20 |
| Salary (in USD) | 10000/Per Month |
| Industry | Procurement & Construction |
| Sub Industry | Warehouse Person |
| Nationality | India |
| Primary Language | Hindi, |
| Secondary Language | English, Hindi, |
| Total Years of Experience | 18 |

Additional Information

| Roles and Responsibilities | Additional Skills/Certification |
|---|--|
| Looking after both Top line and Bottom line from run-of-the-Mill to value added products. •Looking orders punch and tracking with ERP. •Have started making customized presentations to buyers to apprise them of the Mill's strengths & to understand their level of expectations in regard to new products, price, lead times, and product turnaround times. •Ensuring customer satisfaction through innovative offerings based on market feedbacks related to various aspects of product & competitors activities. •New Developments, yardages/desk-loom/Lab-dips & Strike off's. •Ensuring financial discipline by keeping regular track of customers' outstanding & giving timely reminders for on time payments. •Complaint redressing related to commercial & QA. Etc. •Preparation Monthly/quarterly/half yearly & annual Sales Plan's as per budgeted figures set by Top Management. •Preparation & presentation of monthly review of entire | CRM , ERP |

Education Summary

| Course | University | Passing Year | Country |
|--------|------------|--------------|---------|
| PGDBM | AICTC | 2007 | India |

Career Summary

| Position | Employer | Country | From | To |
|-------------------|-----------------------|---------|---------|---------|
| MARKETING MANAGER | JINDAL WORLD WIDE LTD | India | 12/2019 | 02/2025 |

[To View Contact Number, Kindly drop an email to hr6@falconmsl.com](mailto:hr6@falconmsl.com)