

## CURRICULUM VITA

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<b>Education</b>	B.E (Mech), Regional Engineering College, Rourkela (1990) PGDM (Finance and Marketing ), Xavier Institute of Management, Bhubaneswar (1993-95)
<b>Experience</b>	<ul style="list-style-type: none"> <li>• Management Training Institute, SAIL, Ranchi Asst. General Manager &amp; Sr. Faculty Member (From 1996 onwards)</li> <li>• Rourkela Steel Plant, SAIL: Asst. Manager, BSM (From July 1991 to July 1996)</li> <li>• TATA Steel: Graduate Trainee (From July 1990 to July 1991)</li> </ul>
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<b>Papers Published/ Accepted</b>	<ul style="list-style-type: none"> <li>• “Examination of Factors Affecting Relationship Continuity Intention of Buyers in Business to Business Relationships: A Research Model” with K K Guin, <i>Working Paper Series, VGSoM/2010/4, IIT Kharagpur</i></li> <li>• “Retaining Buyers: A BtoB Model for Buyer’s Relationship Continuity Intention” in <i>Growth: The Journal of Management Training Institute, SAIL</i>, Jan-Mar, Vol. 37 No.4 (2010)</li> <li>• “Product Innovation, Social Capital and Innovation Networks:” with D Chatterjee, presented and included in proceedings in <i>third International Conference on Globalisation and Competitiveness, IIT, Kharagpur</i>, January 11-113 (2005)</li> <li>• “Indian Steel Industry at Crossroads: A Strategic Perspective” with G Sinha, <i>IIMB Management Review</i>, Sept , Vol: 14, pp. 46-58 (2002)</li> <li>• “Effect of Relationship Building and Constraint Based Factors on Business Buyer’s Relationship Continuity Intention: A Study in Indian Steel Industry” with K K Guin and S B Dash, <i>Journal of Indian Business Research</i>, Vol.3, No.1, pp. 22-42 (2011)</li> <li>• “Examination of Factors Affecting Business Buyer's Relationship Continuity Intention: A Study In Indian Steel Industry" with K K Guin, S B Dash presented and included in the proceedings of the <i>4th Great Lakes NASMEI Marketing Conference</i> held during 23-24, December 2010.</li> <li>• “The Effect of Supplier Size and Salesperson Characteristics on Buyer’s Relationship Continuity Intention in Indian Steel Industry: The Mediating Roles of Trust towards Salesperson and Supplier” with K K Guin and S B Dash, presented and included in the proceedings of the <i>4<sup>th</sup> IIMA conference on Marketing in Emerging Economies</i> held during January 5-7, 2011 at IIM, Ahmedabad.</li> </ul>
<b>Awards</b>	Won the first place in the <i>National Competition for Young Managers(NCYM)</i> , organized by <i>All India Management Association</i> , New Delhi, 1999 for the research paper “Managing Enterprises in the Era of Uncertainty”