

JOB OBJECTIVE

Seeking **Sales & Marketing assignments** with a growing firm to add some value for the better growth and profit of the organization along with developing my knowledge and skills

PROFILE SUMMARY

Enthusiastic Auto & Agro Sales Manager with 14+ years of experience motivating and leading sales teams to victory. Consistently increase sales annually.

Role and Responsibility

- Revenue generation through sales & marketing activities.
- Increase monthly sales of key products considering past trends.
- Product management of brands that require focus.
- Design and execute effective marketing activities to maintain monthly sale of pillar brands to achieve profitable ratio.
- Budgeting of marketing & sales expenses.
- Evaluate therapy gaps and launch new line extensions.
- Team coordination and management.
- Review and analysis of reports & MIS for effective sales & marketing strategies.

CORE COMPETENCIES

- Ability to complete monthly sales target.
- Ability to deal with corporate clients and sustain relation with them.
- Ability to make new dealers.
- Ability to build and sustain dealer and company relation.
- Work in both team and individual environment.
- Planning and managing the daily dealer visit schedule.
- Ability to withstand enormous pressure & produce result in time.
- Interpersonal skills.
- Very good interpersonal relationship & analytical skill.
- Largest Team Size Handled:20+
- Good analytical problem solving ability & willingness to learn.

EMPLOYMENT DETAILS

- Presently working with **Ratnagiri Impex Pvt. Ltd.** (Jaipur) as a **Area Sales Manager** since December 2021 to till date.
- Worked with **Kisan Kraft Limited** (Jaipur Branch) as a **Sales Manager** since September 2019 to December 2021.
- Worked with **K.P Automotives Pvt. Ltd.** (Jaipur) since July 2015 to August 2019 as a Branch Manager.
- Worked with **Toyota Kirloskar Motors** (Cosmic Motors India Pvt. Ltd. /Grace Toyota) in Gurugram ,for 4 yrs. Since July 2011 to June 2015 as a Team Leader.
- Worked with **Hyundai** (Nimbus Motors India Pvt.Ltd.) in Noida, for 4yrs. since July 2007 to May 2011 as a Sales Executive.

Key Result Areas

- Marketing
- Business Development
- Product Management
- Client Servicing
- Brand image & Awareness
- Target achievement
- Product range & distribution.

ACADEMIC DETAILS

- Pursuing MBA from Bharti Vidya Peeth.
- Graduate from Shobhit University Meerut.
- Passed 12th from CBSE Board 2007. (Karl Huber School, Sector – 62, Noida, UP)
- Passed 10th from CBSE Board in 2005 (L.k Singhanian Education Centre, Gotan, Dist. Nagaur, Rajasthan)

IT Skills

- Proficient in MS Office, Network & Internet Application

PERSONAL DETAILS

- Father's Name : Mr. Ravinandan Jha
- Mother's Name : Chanda Devi
- Gender : Male
- D.O.B : 05/12/1989
- Marital Status : Married
- Languages Known : English, Hindi & Maithili
- Nationality : Indian
- Residence Address : Malviya Nagar, Jaipur, Rajasthan.