

SANDESH JAIN

Honda India Power Products Limited
Asst. Manager- Sales

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Profile Summary

Asst. Manager – Sales recognized for contributions to record-setting sales figures, territory expansion and new account development. Offer an in-depth understanding of the sales cycle process and remain focused on customer satisfaction throughout all stages. **16+ year's** professional experience with **MNCs** and leading brand, “fearless” cold-caller and presenter, negotiator and closer. **Willing to relocate.**



SKILLS & COMPETENCIES

Team Supervision

New Market Development

New Product Development

Product Demonstration

Competition Analysis

Business Development

Bulk Business

New Application Development

Develop the Marketing Materials

Claim Management

Key Account Management

Budget Distribution & Utilization

Promotional Activity

Forecasting

Market Mapping



Work Experience

Asst. Manager Sales Ahmedabad

Honda India Power Products Limited Since 2012

GROWTH PATH



Asst. Manager Sales — Since 2015 – Ahmedabad- Gujarat

Sr. Sales Officer — 2012 ~ 2015 – Ahmedabad – Gujarat

Handling the Sales of **Power Products** in Central, North & some Part of Saurashtra in Gujarat.

Organizing **Market Development** activities with subordinates & dealer team.

Consumer activation by means of in **Shop Promotion** to increase **Brand Loyalty**.

Reporting the management with the **Industry Data**, sales and other information about the territory.

Devising & Implementing Schemes & Strategies with the focus on achieving pre-set targets.

Looking after 2 Distributors, 11 Dealers, 2 HASP and 80+ Retailers in the territory. **Business Turnover 10 Cr**

Impact & Results:

Looking at the performance, Promoted to next level in appraisal for 2015-16.

Highest tiller sales territory for consecutive 4 years (Doubled the volume).

Successfully achievement of Business Development target & sales target achievement on pre-set targets by management.

Noteworthy contributions in the institution sales & Engine application establishment in sugarcane crusher, agriculture & construction machinery.

Successfully done the market development activities for new launched product {HONDA Power Tiller both (FJ500 & F300), WB30X, WV 30D & WS20X (Water Pump), EP1000 (Generator)}

Successful in developing relation with Government Institution and generating business from them.

HONDA

Rural Business Co-ordinator Ahmedabad



Exide Industries Limited

2007 ~ 2010 (Saurashtra, Kutch & North Gujarat), 2010 ~ 2011 (Malva, Nimaad & Chambal Region (MP))

2011 ~ 2012 (Saurashtra, Kutch & North Gujarat)

Handling the Sales of Tractor Batteries in rural areas in the part of Gujarat & Madhya Pradesh.

Prepare monthly and yearly sales plan based on the Business Plan.

Team Management. Monitor, coach and mentor team members to ensure high levels of competence in the team.

To monitor proper working of C&F agents and FJCP Vans

Consumer activation by means of Shop Promotion and Direct Visit of customers.

Reporting the management with the Industry Data, sales, and other information about the territory.

Devising & Implementing Schemes & Strategies with the focus on achieving pre-set targets.

Looking after 100+ Dealers across the territory.

Impact & Results:

Highest Market share among the competitors.

Successfully Achievement of Business Development Target. (Created a channel partners in Saurashtra & North Gujarat region.)

Successfully done the Market Development activities.

Sales Promotion Associate Ahmedabad



SKF India Limited 2005 ~ 2007

Handling the Sales of Bearing in the area of Gujarat.

Appointment of CTP Member (Retailers) in the assigned territory.

Reporting the management with the Industry Data.

Devising & Implementing Schemes & Strategies with the focus on achieving pre-set targets.

Created Channels in all major towns in assignee territory

Impact & Results:

Highest Market share among the competitors.

Successfully Achievement of Sales Promotion Target.

Successfully done the Market Development activities

Sales Executive Rajkot



Pensol Industries Limited 2003 ~ 2005

Handling the Sales of Engine oil, Gear oil, Grease, and Industrial oil of Saurashtra & Kutch in Gujarat.

Consumer activation by means of in shop promotion.

Reporting the management with the Industry data.

Devising & implementing schemes & strategies with the focus on achieving pre-set targets.

Created Channels in all Major towns in assignee territory.

Impact & Results:

Introducing the brand in the Saurashtra & Kutch market by appointing 6 distributors.

Initial business started with 3KL/Month which is now more than 50KL/Month.

Successfully Achievement of Sales Promotion Target.

Successfully done the Market Development activities



Education

B.Com. from Dr Harisingh Gour University, Sager (MP)

2000

HSSC from M.P. Board Bhopal (MP)

1996

HSC from M.P. Board Bhopal (MP)

1994



IT Skills

Well versed with MS Excel, MS Word, MS Power Point & Internet Application.

Sandesh Jain