

SANDESH JAIN

Texspin Bearing Limited

Sr. Manager- Sales – After Market—PAN INDIA

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DOB – 28th Feb 1978

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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.



Residence

U-407, Samruddhi Residency, Narol, Ahmedabad 382405



Profile Summary

An astute sales & marketing professional with 19 years of quality experience in Strategic Planning, Business Development, Network expansion, new product development and positioning, Aggressive sales promotion strategy, After Sales Support, Service operations, Team Management, Training & Development and Client Servicing including all aspects of daily sales, Marketing and business development operations. Willing to relocate. Ready for Travel.



SKILLS & COMPETENCIES

Team Development

New Market Development

New Product Development

After Sales Operations

Competition Analysis

Business Development

Bulk Business

Promotional Activity

Forecasting

Customer Retention

Key Account Management

Strategic Planning /Implementation

New Application Development

Develop the Marketing Materials

Market Mapping



Work Experience

Sr. Manager Sales After Market Ranpur

Texspin Bearing Limited, since July 2022



Looking after market sale operation and Process management PAN INDIA.

Reporting to National head and President Team size 150+

Reviewing the working of the market by “Team Meet” with the team on a daily basis and give inputs on the review for the betterment of the complete sales process.

Brand visibility monitoring and evaluation.

Analysing data of new and existing customers and generate sales for the organization.

Create interest and awareness of products.

Asst. Manager Sales Ahmedabad

HONDA

Honda India Power Products Limited (July 2012~2022)

GROWTH PATH



Asst. Manager Sales — 2015~2022 – 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.
Analysing data of new and existing customers and generate sales for the organization.
Create interest and awareness of products.
Identify customer needs and offer customized solutions/tools to meet those needs.
Build key customer relationships to maximize customer affinity and the effectiveness of the business.
Monitor competition, business mapping, and designing counter sales strategies.
Maintain an accurate and updated database.
Develop marketing strategy for products awareness and system update.
Assist in the communication and maintenance of the retail operations.
Assist in developing quality systems for the aftermarket business unit of organization.
Responsible for meeting or exceeding monthly sales targets.
Develop process to implement thru Tech for Online initiative.
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.

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 partner in Saurashtra & North Gujarat region.)
Successfully done the Market Development activities.

Sales Promotion Associate Ahmedabad



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. Nos
Successfully done the Market Development activities Nos

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 (Mention the target and achievement)
Successfully done the Market Development activities (Nos)