**JayantJaikar**

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**Career Summary**

* More than 10 years of work experience in the field of Sales & Marketing, logistics &operations with various promotion and sales activities.
* Branch management –staff, vendor, operation for booking as well delivery, billing, outstanding collection.
* Experienced in New Client Development and maintaining relationship with existing clients.
* Experienced in dealing with manufacturing industries.
* Good analytical and communication skills.
* Experienced in exhibitions.
* Good experience of Logistics Industries, warehouse operation
* Well versed with FTL and LTL– Operations and Services.
* E- Commerce exposure in logistic services.

**Key Skills**

* Determining marketing objectives and preparing Monthly and Quarterly plans.
* Planning marketing activities in conjunction with company’s growth plan and working out strategies to execute the plan.
* Promotional Planning as per the budget.
* Developing sales reports to be presented at the meeting of top management.
* Analyzing market and developing new prospects clients for sales and load generation.
* Getting marketing collaterals, advertisements developed to help the co. meet its target.
* Dealing with Transporter, Agents for getting competitive freight across India.
* Overall responsibility of running various marketing campaigns – like getting newsletters, e-mail blasts sent to the customers.
* Ensuring successful participation in tradeshows, exhibitions &Road shows etc.
* Developing systems and procedures to ensure that the leads generated are optimally utilized.
* Managing the team of sales executives.
* Developing training programs for the people in sales team.

**Achievements**

* 25% Increase in the registration and transaction rate on Opersoft –Online Logistics portal for “PRDC” Pvt ltd in FY 2013.
* Got “16” new contracts signed with customers in a year which increased the revenue of the GTS in GATI-KWE.
* Warehousing management, planning, execution, TAT.

**Employers**

* Worked as Marketing Manager for Inland World Logistics at Bangalore.
* Worked as Marketing Manager for Navata Road Transport at Bangalore.
* Worked as Branch Manager for Bharath swift logistics pvt ltd at Bangalore.
* Worked as Entrepreneur for LogisticBazar.com at Kolkata.
* Worked as Executive-Sales for PRDC pvt ltd at Bangalore.
* Worked as Executive- Sales for GATI LTD at Bangalore.
* Worked as TSE for united spirits ltd at Mumbai.

**Educational Qualifications**

* MBA in Marketing from” IBSAR”, Mumbai in the year 2008.
* BBM from Bangalore University in the year 2004.
* HSC from C.B.S.E in 2000.

**Computer Knowledge**

Well versed with MS Office, Internet.

**Personal Details**

Date of birth             :  8th April, 1981.

Father’s name**:**  : Kishun Sharma.

Marital status : Married

Language proficiency : English, Hindi.

Hobbies : Meeting people, travelling,

Personal Attributes : Commitment, Team Player, and Self Motivated, flexible.

Skills : Business Development, Negotiation, Team leading, Communication.

Place :

Date : ( JayantJaikar )