**Gaurav Kumar Jain**

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To charter a career in all spectrum of Marketing in a dynamic, challenging, professional ever changing environment along with learn quickly & work well in fast paced.

**ORGANISATIONAL SCAN**

**April 18 to Till now Tropilite Foods Pvt Ltd (Davars) Sr. Business Development Executive**

TFPL has a well known reputed in foods processing industries. TFPL deals in Bakery ingredient, dairy product, ICE Cream ingredient, horeka product. TFPL manufactures large number of bakery product like whipping Cream, bakery premix, Jelly, Glaze, Filling, Aroma, Décor Colour, Baking Powder, Bread Improver, Gluten, Corn flour, fresh cream, aromatic powder, idli mix, Vada mix etc. I am in charge of implementing marketing plans in order to maximize business performance and increase sales in MP & CG market. I am handling bakery dry, ndwt and horeka division in food services.

***Job Responsibility***

* Lead planning, cold calling for prospects & account development, assessing client needs, and identifying solutions.
* Icing and demo of NDWT and bakery ingredient along with problem handelling
* Manage account relationships, contract negations, sales, pricing, billing, and logistics.
* Building business relationships with current and potential clients.
* Developed, coordinated and implemented sales strategies that identified and produced new business.
* Strategically organized and coordinated with senior new business trends to develop new services, products, and distribution of channels.
* Creating informative presentations; industry exhibits, trade shows, and conferences.
* Creating and maintaining a list/database of prospect clients; maintaining database (Salesforce, CRM, Excel etc.) of prospective client information.
* Demonstration of product, presenting and delivering information to potential clients.
* Providing necessary support to the distributors/retailer for achieving sale figure.

***Notable Attainments***

Company increase job responsibility to add more product in my sales basket (1st year premixes, 2nd year whipping cream and now also Horeca devision), Conducting training & product application/demo programs for awareness of product.

**July 15 to March 18 Ok Play India Ltd Delhi Sales Executive**

Ok Play India Ltd, Delhi well known brand in molded plastic production. Ok Play deals in the institutional sale like day care play school, kinder garden, school, coaching classes and Builder & Real estate developer. Ok Play manufactures school furniture, educational toy, indoor and outdoor game plays ground equipment, Fun station, Jim equipment, e-rickshaw etc.

***Job Responsibility***

* Demonstration of product, quotation and finalize sale call.
* Selection the market on the bases of potentiality and coverage.
* Placing purchase order to company and follow up.
* Providing necessary support to the distributors/ retailer’s for improving figure.

**March 14 to June 15 Manvi Garments Pvt Ltd Kolkata Area Sales Manager**

Manvi Garments Pvt Ltd knows in the market with his well-known product “Gigi” and “Maud”. A Gigi brand is known for kids wearing likeT-shirt, Capri, trouser, leggings, etc. A Maud brand is known for men wearing like T-shirt, Capri, trouser, leggings, etc. I was handling channel sale threw distributes and retails. I was handling Madhya Pradesh & Chhattisgarh region.

***Job Responsibility***

* Analyzing the market size on the bases of potentiality and coverage.
* Finding the area distributors and appointing new distributor/dealer.
* Handeling distributore and juniore team.
* Meeting with the retail chain outlet for bulk sale.

**April 11 to Feb 14 Sugal and Damani Utility Services Pvt. Ltd. Territory Sales Manager**

I was working with sugar and Damani group company “Payworld”.Powered provide online e-commerce based platform. Poweredengaged in mobile recharge,dth recharge, prepaid recharges, post paid bill collection, online reservation, bus ticket, fund transfer, loyalty programs, cash card and online financial transaction. Payworld have online marketing platform thrown agent and retailer. I was handling channel sale threw distributor and retail network. I was handling ‘financial Inclusion (FI)’ work with IDBI Bank in Sanawad (West Niwad) at the time of FI project; I was handling team of BC’S (Business Correspondence).

***Job Responsibility***

* Analyzing the market on the bases of potentiality and coverage.
* Collecting & creating the data base of the prospective & qualify clients for the appointment of Agents.
* Fixing meetings & giving presentation to the clients.
* Providing necessary support to the distributors/retailer’s for the development of Agents infrastructure.
* Providing training on sales and installation and necessary details related to Payworld services.

**Industrial Training**

**Oct.08 to Dec.08** **Sanghvi Foods Pvt. Ltd. Indore Management Trainee**

Sanghvi Foods Pvt. Ltd knows in the market with his well-known product “Silver Coin”. Nature of work performed includes take a stock report, according to plan delivery order (DO) to send information logistics, manage a purchase order (PO), maintain changes in aging/credit limit, helping for developing billing, check the bill, making a delivery challan and manage back office sales etc. I work as back hand sale support.

**ACADEMIC**

* MBA [{Marketing (major) Finance (Minor)}] from Pioneer Institute of Professional Studies, Indore affiliated by Devi Ahilya Vishwa vidyalaya Indore in 2010
* BBA (Marketing & HR) from Institute of Commerce and Management Gwalior affiliated by Jiwaji University Gwalior in 2006
* HSC (Commerce) from G.D.Jain H.S. School Morena affiliated B.S.E. Madhya Pradesh in 2003
* SSC from Adarsh Vidya Mandir Rajakhera affiliated B.S.E. Rajasthan in 2001

**CERTIFICATIONS**

1st runner-up in “Add Mad Show” conducted by Govindram Seksaria Institute of Management and Research Indore (GSIMR) in Jan. 09.

**COMPUTER SKILLS**

Strong computer skills, including Microsoft office suite (Word, PowerPoint, Outlook, and Excel) and CRM/Salesforce/Fieldassist experience, Email Writing, online surfing & Internet, experience on marketing application etc.

**PERSONAL VITAE**

Father’s name Mr. Satish Chandra Jain

Date of birth 08/12/1986

Permanent address Satish Chandra Abhay Kumar Jain

Ward No 8 Jariya Mohalla Rajakhera Dhaulpur (Rajstahan) Pin 328025

Languages Known English & Hindi

Hobbies Playing Chess, Listening music, and Reading books

Marital Status Married (with 2 Daughter)

Date : (Gaurav k.Jain)