

**Kartik Jain**

184- Goyal Avenue Nipaniya, Indore

Mobile No-08770211242, 7566663120

E-mail: kartik02jain@gmail.com

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**Seeking assignments in sales & marketing & relationship management preferably in the FMCG sector**

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**SYNOPSIS**

- A result oriented professional with over 2 year of experience in sales & marketing, client servicing, Business development in diverse sectors.
  - Supervising customer service operations for rendering & achieving quality services, providing first line customer support by answering queries & resolving their issues.
  - Strong analytical, problem solving & organizational abilities. Possess a flexible & detail oriented attitude.
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**CORE COMPETENCIES****Marketing**

- Effectuating pre-planned sales strategies for accomplishment of performance milestones.
- Utilizing market information & personal network to develop marketing intelligence for generating leads.
- Evolving market segmentation & penetration strategies to achieve targets.
- Conducting competitor analysis by keeping abreast of market trends to achieve market share metrics.

**Client Relationship Management**

- Maintaining cordial relations with customers to sustain the profitability of the business.
- Building & maintaining healthy business relations with major clientele, ensuring maximum customer satisfaction by achieving delivery & quality norm.

**ORGANIZATIONAL EXPERIENCE****Mala's Fruit Pvt. Ltd (TLP Towns)****BDM (HORECA)****June 2023 - Till Date**

- Business Planning, Sales Forecast & Target Planning
- Maintaining cordial relations with the business partners to sustain the profitability.
- Developing a network of dealers and distributors in the assigned region and achieving the sales target
- Have a Sales team handling for better market share & Numeric Distribution.

**Parle Agro Pvt. Ltd (Indore Region)****BDE (HORECA)****Sep 2020 – May 2023**

- Business Planning, Sales Forecast & Target Planning
- Maintaining cordial relations with customers to sustain the profitability of the business
- Developing a network of dealers and distributors in the assigned region and achieving the sales target
- Team Handling.

**India Mart Intermesh Ltd****Assistant Manager****Feb-2020-Sep 2020**

- Business Planning, Sales Forecast & Target Planning
- Maintaining cordial relations with customers to sustain the profitability of the business
- New Client Acquisition.

**Varun Beverages (Indore & Nimar Upcountry)****Customer Executive****Dec-17- Feb-20**

- Developing a network of dealers and distributors in the assigned region and achieving the sales target
- Using field data for assigned market to identify brand/Pack gaps in territory
- Implementing local sales promotional schemes
- Compiling and analyzing sales figure on regular basis
- Ensuring Product availability, Visibility and Merchandising
- Reporting competitor activities
- Team Handling.

**Riya Fashions Sales Executive (Indore Region)****Nov'16– Dec-17**

- Business Planning, Sales Forecast & Target Planning.
- Trade Promotion, including trade scheme and retail promotion.
- Developing the distribution network for the Company

**PREOFESIONAL**

B.Com

Davv University, Indore 2015

**ACADEMIA**

Higher Secondary

CBSE BOARD

2013

High School

CBSE BOARD

2011

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**COMPUTER SKILLS** MS-Office (MS-Word, MS-Excel, MS-Power Point) & well versed with Internet.

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**EXTRA CURRICULAR ACTIVITIES:**

- ⇒ Attended seminar “Globalization of India economy” at Indian Habited Center New Delhi.
- ⇒ Participated and won prizes in sports at school level.

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**REFERENCES:** Available on Request

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**PERSONAL DETAILS**

Father's Name : Mr. Shailendra Jain  
Date of Birth : 02 Feb-1996  
Permanent Address : 184-Goyal Avenue, Nipaniya Indore

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