



Sandeep Jha

Senior Business Consultant

I would like to join an esteemed organization in Sales & marketing division, where I can utilize my experience, managerial and administrative skills to benefit mutual growth and success.



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Ahmedabad, India



Work Experience

SUNFIBER

Assistant Manager (Sales & Marketing Department)
February, 2021 – Present

- Maintaining positive business relationships to ensure future sale
- Providing technical support to companies
- Created new opportunities through cold calling and lead generation from Indiamart, Just dial, & Existing Company Data
- Accelerated Monthly sales and achieved given monthly sales target
- Maintaining detailed knowledge of the company's products or services.
- Promoting Sunfiber through BTL & ATL Activities
- Initiated new marketing techniques for company

Lesso Buildtech Pvt Ltd.

Assistant Manager (Sales & Marketing Department)
June, 2019 – January, 2021

- Organised corporate, promotional and product launching events in northern and southern India to boost our reach in market
- Create, manage and execute plans to increase sales
- Identifying, negotiating and following up with vendors to ensure quality and timely delivery of in-shop branding tools and materials
- Responsible for increasing sales in the territory by extending coverage and connecting new clients
- Fostered strong relationship with customers to elevate brand awareness & Appointed new fabricator in given region
- Store profitability with expand business and team monitoring

Lesso Buildtech Pvt Ltd.

Executive (Marketing Department)
January, 2019 - May, 2019

- Developed numerous marketing products (Brochures, newsletters, presentations, advertising boards and in store branding) for our clients
- Responsible for receiving brief from client, developed BTL strategy, coordinated creative development for the project through which we reached 400+ channel partners
- Handled official Social Media Page of Company and promoted various campaign on social media page

Hellmann Worldwide Logistics India Pvt Ltd.

Management Trainee
April, 2018 – June, 2018

- Involved in various functional areas of import and export process
- Did documentation process of import and export
- Booking of Shipment with Shipping Lines
- Preparation of various Import & Export Documents
- Coordination with CHA for clearance of Client shipment



Education

MBA
2017 - 2019

EMPI Business School, New Delhi

- MBA in Marketing & Global Business
- CGPA – 7.0

B-Tech
2012 - 2016

Gujarat Technological University, Gujarat

- B-Tech in Automobile Engineering
- CGPA – 7.2



Professional Skills

Coral Draw

Adobe Premier Pro

MS Office



Personal Skills

Creativity

Negotiation

Relationship Building

Time Management



Hobbies

Videography

Photography

Cricket

Travelling

Chess

Sketching



Languages

Hindi

English

Gujarati





Achievement

- Successfully organised and represented Lesso Buildtech at Zak Exhibition (Delhi)
- Won appreciation certificate in photography and videography in EMPI B School
- Handling social media and related activities of EMPI B School
- Successfully led a team in robotics events, securing 2nd position and nominated for I.C. engine workshop conducted by IIT Delhi, secured 6th position among the 70 teams(5th January 2016) at IIT Delhi
- Led social media club of EMPI in Smart India Hackathon 2018 programme at Delhi
- Successfully Produced CSR Related Videos for Lesso Buildtech Pvt Ltd & EMPI B School