**GAUTAM JAIN**

**Mobile** : 09872457127 E-Mail: jain\_LPL1@yahoo.com

**JOB OBJECTIVE**

Seeking senior Managerial assignments in operation Management with an organization of repute Social consulting sector.

**PROFILE SUMMARY**

• Over 14 Years above experience in strategy planning, operation Management, administration in sales and marketing

• Extensive Experience in developing plan & SOPs for overall Management

• Excellent leader with exposure in conceptualizing measures to optimize the resource.

• Strong communicator with the ability to ensure execution of the time bound deliverables

**CORE COMPETENCIES**

• Handling administrative matters in clients, scrutinizing work/performance of other functional groups.

• Ensure proper implementation of policies for promoting & protecting healthy, safety and organizational effectiveness.

**ORGANIZATIONAL EXPERIENCE**

**Vardhman Bag House     Business Development Manager - Sales.    Since May’15**

Role :

• Prospecting for new Business  as well as renewing existing contracts.

• Meet customers and make sure loyal customers are rewarded

• Responsibility for selling, closing,   servicing & make distributor's  network & establish Cordial relations with local authorities.

• Plan for special occasions and events

**Metropolis Healthcare Ltd.**  **Regional Manager – Sales.**  **feb’14 –April ‘ 15**

Role:

• Responsibility the overall sales and day to day operation of PSC & Main lab in Raipur at Chhattisgarh.

• Identify new areas for business expansion and launch strategies

• Organized the opening of 8 new Franchisee across my territory

• Resolving the ARC's problems and proving timely resolution

• Working closely with field teams & Arc to help lead strategic field initiatives.

• Ensure proper implementation of Advance payment collection policy

• Meet and appoint franchisee owners and pick up points

• Planed work, schedules and weekly and monthly timetables

• Preparing itineraries, call reports and monthly business reports with sufficient detail and in a timely manner.

• Compiling and maintaining a customer database that documents appropriate customer information and contacts

**Path Corp Diagnostic Area Manager – Sales. Jan'13- July '13**

**Role :**

• Responsibility the overall sales and day to day operation of 7 franchisee/Walking Strategy.

• Actively involved in developing & implementation company Policy for the specialized investigation.

• Taking part in the society camps, overseeing corporate sales.

• Successfully assured swift resolution of clients/user complaints in a professional manner.

• Made presentations to clients in the Hospital/N/home/labs

• Organized the opening of 10 new Franchisee across my territory

• Sales data input to ensure that all records are kept up to date and accurate.

**PREVIOUS EXPERIENCE**

Dr Lal Path Labs Territory Manager - sales May' 04 to March'12

Ives Drug India Pvt Ltd Executive - Sales June'02 to May'04

**Education**

• Graduation from Guru Nanak University (PB)

• IT Skill: Ms Office, Window and Internet Application

**PERSONAL DETAIL**

Date of Birth 8th January,1980

Address: Blour Chand Street,Mansa.

Languages Known: Hindi,English,Punjabi