

JAY SAMANI

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CARRER OBJECTIVE

To lead a responsible role in a challenging organization and like to put my best efforts to help the organization to meets it goal. To be a successful person in a competitive environment, this gives me opportunities to grow and keeps the process of learning alive.

PROFILE

- I have completed my academics in Bachelor of commerce and MBA in marketing.
- Expertise knowledge in Sales, Marketing, Customer relationship Management, Business Research, Project Management deft at applying interpersonal skills thereby establishing a professional relationship
- Ability to adapt to difficult situations and possess detailed oriented attitude
- A prolific team leader as well as team player with excellent communication, analytical and communication
- Ability to use sound decision-making skills and effectively perform in a self-directed work environment.
- A keen and focused learner with the ability to learn the new things and concepts quickly.

COMPETENCY MATRIX

- Team work / Responsibility
- Interpersonal skills
- Action oriented high initiative level
- Customer relationship management
- Excellent planning and organizing skill
- Assertive leadership with positive thinking
- Highly flexible with the changing environment
- Highly committed on my words
- Self disciplined & self motivated

WORK EXPERIENCE

KGS GROUP LIMITED (RAJKOT)

Designation: Management Trainee (Sales & Marketing)

Time Duration: 13 Months

RED APPLE EVENTS (GANDHIDHAM, AHMEDABAD)

Designation: Event coordinator and field coordinator

Time Duration: 12 Months

Responsibilities

- Conducting:
 - Formulate good marketing strategies to attract the new clients for the business.
 - Analyzing Clients requirement and provide a better solution for their requirement
 - Managing the clients to sell the products (KGS GROUP) as well as to communicate and explain the different themes and scenario and handle them (RED PPLE EVENTS)
 - Time to time interaction with client and handling issues
 - Providing Efficient solution for each thing
 - Maintain all the documents which is required for work
 - Continuously follow up with the bottom and middle level workers

SUMMER PROJECT

JK TYRES AND INDUSTRIES LTD

Designation: Summer Trainee

Period : 2 months

Project: MARKET ANALYSIS ON PASSENGER CAR RADIAL TYRES IN AHMEDABAD.

- To understand current scenario of sales of JK car tyres (O.E as well as replacement market) for top 10 cars and top 5 SUV cars (2016)
- To understand total functionality of product
- To study attitude of customer as well as dealers reviews towards that particular JK TYRE brand segment
- To determine whether different schemes will be beneficial to the distributors as well as dealers to sell that segment tyres.

HIGHLIGHTS

- Survey has been done on that particular car tyre segment with the sample size of 55 meetings in both segments under passenger car radial (O.E FITMENT as well as replacement market).
- Organize many successful marketing strategies to generate the lead.

ACADEMIC CREDENTIALS

Degree	Specialization	College /University	University	Percentages / CGPA	Year
MBA	Marketing	SLIMS	Gujarat Technological University	6.5	2017
B.COM	Account	NEW L.J COMMERCE COLLEGE	Gujarat University	5.6	2015
HSC	Commerce	Saint Mary School	GSHEB	62	2012
SSC		Saint Mary School	GSEB	81	2010

EXTRA-CURRICULARACTIVITIES

- Served as sponsorship coordinator in somlalit college management fest (spectrum) 2016.
- Won 3rd prize in inter college swimming tournament (2012)
- Contributed toward CSR activity – Blood donation in September 2016
- Actively participated in swatch bharat abhiyaan (ahmedabad)
- Member of the Winning Team for Inter College Cricket Championship as well as Inter College Volley Ball Championship in 2013
- Organizing member of Sports Event at somlalit college college (2016-17)
- Captain of the winning volleyball team Inter college volleyball tournament 2017.

PERSONAL DETAILS

- Date of Birth : 12-10-1994.
- Nationality : Indian
- Marital status : Single
- Languages Known : English, Hindi, Gujarati

DECLARATION

I, hereby declare that all the information provided above is true to the best of my knowledge and belief.

