

NIRAJKUMAR JADAUN

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Karnavati Mega Mall Road, Vastral, Ahmedabad-382418.

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CAREER OBJECTIVE :

Utilize all my expertise & skills to work efficiently, dedicated and committed to get the best output, which will be helpful to achieve my organization goals.

PROFESSIONAL SKILLS :

Channel Sales Development, Key Account Management, Deep Market Analysis, New Products Mapping, Sales Planning & Execution, Quick learner and Able to take Strategic decisions.

PROFESSIONAL EXPERIENCE :

12+ years of Resourceful Sales, Marketing & Business Development experience to work in different customer segment like Panel Builders, OEMs, SPMs, Contractors & Consultants available in all kind of Process Industries, Utilities, Government and Educational Institutes.

1. Working as a "Territory Manager" with "Rishabh Instruments Ltd" from MAY-2016 to till date.

Products : Industrial Automation & Power Products - Metering, SMPS, Battery Chargers, Transducers & Isolators, Converters, Relays, Controllers, Power Quality Analysers, Recorders, Insulation & Earth Testers, Multimeter & Clamp Meters, Current Transformers, Shunts, Selector Switches, Synchronising units, Energy Management Software & Solar Inverters etc.

Job Description :

- To achieve assigned Sales Target for Ahmedabad, Saurashtra & Kutch Region.
- Assigned Territory Business Management
- Visits Planning, Execution and Monitoring
- Sales Process Execution and Regular Monitoring
- MIS Reports Generation by using SAP & CRM
- Relationship Management
- OEM Business Management
- Strategic calls and other work support
- Channel Partner Business Management
- After Sale Support
- MARCOM Activity
- Payment Collection

2. Worked as a "Sales Manager" with "Genosis Electrical Consulting & Services" from AUG-2014 to MAY-2016.

Products : Industrial Automation and Power Products - Metering, SMPS, Transducers/Isolators, Converters, Relays, Controllers, Power Quality Analysers, Recorders, Current Transformers, Shunts, Selector Switches, Synchronising units, Insulation/Earth Testers, Multimeter & Clamp

Meters, Oil BDV Testers, Cable Fault Locators, Portable Appliance/Tool Testers, Battery Analysers, Low Resistance Testers, Partial discharge Testers, Circuit Breaker Testers, Relay Testers etc.

Job Description :

- To achieve assigned Sales Target for Ahmedabad, Saurashtra & Kutch Region.
- Visit Planning, Execution and Monitoring
- Sales Process Execution and Monitoring
- Relationship Management
- Business Development
- After Sale Support
- Payment Collection

3. Worked as a "Business Development Manager" with "Sunshine Technologies" from NOV-2011 to JULY-2014.

Products : Power & Measuring products - Multimeter & Clamp Meters, Insulation/Earth Testers, Oil BDV Testers, Cable Fault Locators, Portable Appliance Testers, Battery Analysers, Low Resistance Testers, Partial discharge Testers, Circuit Breaker Testers, Relay Testers, Thermal Imagers, Temperature Guns etc.

Job Description :

- To achieve assigned Sales Target for South Gujarat, Saurashtra & Kutch Region.
- Visit Planning, Execution and Monitoring
- Sales Process Execution and Monitoring
- Relationship Management
- Business Development
- After Sale Support
- Payment Collection

4. Worked as a "Sales Executive" with "Automation System Engineers Pvt. Ltd". from AUG-2010 to OCT-2011.

Products : Testing & Measuring products - Multimeter & Clamp Meters, Insulation/Earth Testers, Portable Appliance Testers, Indoor Air Quality Testers, Power Quality Testers, Battery Analysers, Process & Calibration Tools, Portable Oscilloscopes, Vibration & Alignment Testers, Thermal Imagers etc.

Job Description :

- To achieve Sales Target assigned for South Gujarat Region.
- Visit Planning, Execution and Monitoring
- Sales Process Execution and Monitoring
- Business Development
- After Sales Support
- Payment Collection

ACHIEVEMENTS :

- Awarded with Management Award for FY 2021-22.
- Awarded for Best Performer of the Year in West Region for FY 2020-21.
- Awarded for Outstanding Performer of the Year in West Region for FY 2019-20.

CORE COMPETENCIES :

- Plan and Execute strategy to achieve the sales forecast and business development.
- Conceptualize and implement need-based business strategies and launching new products for penetration and establishment of unexplored areas in the market.
- Design & implement process for the sales operations & accountability to top management.
- Conduct market research and surveys to keep pace with the changing market trends and analysing competitor moves.
- Organize sales promotional activities and events including awareness camps, media planning and advertising.
- Interact with customers to communicate the product, pricing and building brand image by enhancing customer awareness.
- Focus on customer satisfaction by handling customer feedback and minimizing customer grievances as well as monitor and control dues from the customers.
- Having a sound knowledge of MS Office and ability to work in any kind of ERP (SAP) software's & any other software packages.

ADDITIONAL COURSE :

- Successfully Completed the Sale Leadership Program from FEB-21 to MAY-21.
- Successfully Completed the Industrial Automation Training with PLC, SCADA, HMI, VFD, PCC & MCC application with Certification from DEC-2010 to JUN-2011.
- Successfully Completed the Microsoft Office Training program with Certification from FEB-2006 to MAY-2006.

EDUCATIONAL QUALIFICATION :

- Bachelor in Electrical Engineering with distinction from VNSGU (AUG-2006 to JUN-2010).
- Diploma in Electrical Engineering with distinction from TEB (DEC-2003 to NOV-2005).

PERSNOL PROFILE :

Date of Birth : 15th July 1985.

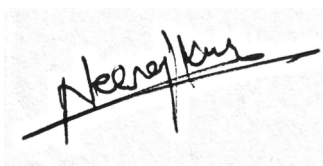
Gender : Male

Known languages : Hindi, English, Gujarati

Marital Status : Married

Hobbies : Exploring New Places, Listening all kind of Music, Cooking new recipes.

I certify that the statement made by me in this resume is complete and correct to the best of my knowledge and belief.



Nirajkumar Jadaun