

JITENDRA SINGH SOLANKI

I am a highly experienced Sales and Marketing professional with more than one decade of experience. Seeking a challenging and promising role in S&M in a growth oriented organization. Aim to administer, exercise and systematize the existing skill-set, knowledge and experience to attain excellence



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📍 Ahmedabad, Gujarat

PROFESSIONAL EXPERIENCE:

Manager Customer Relations-Flat Products

➤ OFB Tech Pvt. Ltd.

📅 12/2021- Date 📍 Ahmedabad, India

- Lead a team to deliver good numbers in the flat products of steel like Hot Rolled, Cold rolled, GP and Color coated steel coil and sheet in western region(Raj/ Guj/ MP/ CG) for flat steel products for SME, Auto, fabricator
- Assisted in increasing of margin index, from supplier accounts scrutinizing, bulk and regular transactions
- Responsible for revenue generation and management of 20 CR plus worth from all customer and supplier accounts on monthly role
- Responsible for hiring on boarding, training, mentoring, and performance allocation and management and skill analysis and training evaluation
- On direct recommendation and execution committee of all projected mergers and acquisitions for suggestive and concrete financial and potential recommendations

Sales Manager - North Region

➤ GoldStar Powders Private Ltd

📅 05/2018 - 04/2021 📍 Jaipur, India

Venture of Goodwin PLC a listed public limited company in LSE. Gold StarPowders Private Limited. The company will be the leading manufacturer of High Technology investment powders in Asia Pacific and to establish a B2B concept in the industry. It manufactures & supplies a comprehensive range of high quality powders for the casting of Jewelry

- Operate throughout company's North Zone (Punjab, UP, NCR, Rajasthan) for promoting all business products Managing Marketing & Sales Initiatives, MIS & Reporting
- A committed and highly experienced professional in Sales and Marketing with additional skills of team building with keeneye for perfection and always seeking mutual growth for self and organization
- Order Booking, Receivables Management, Managing the Distribution Channel
- Service Support, Customer Relationship Management
- Plan meetings with prospective clients as well as all existing clients Business Development through Channels & Direct marketing lines. Conducting marketing activities, like dealer meet, owners meet, etc, and perform all business protocols from enquiry to lead generation and order

Deputy Manager, Marketing, North Zone

➤ UTTAM GALVA STEELS LTD.

📅 02/2016 - 05/2018 📍 Delhi, India

Uttam Galva Steels Limitedis one of the largest manufacturers of ColdRolled Steel (CR) and Galvanized Steel (GP) in Western India.

- Responsible for conducting sales of Iron & steel products like Galvanized and pre-painted coils/sheets/ profiles/ corrugated sheets in Trade/ Commercial sector customers in North India Market.

SKILLS:

EXCEL+ Outlook + Power Point

Windows 11 Problem Solving

SAP G-Sheets Windows XP

Sales and Marketing research

Team Building Leadership

Communication Skills

INDUSTRY EXPERTISE:

Sales Generation

Professional Experience

Leadership

Training and Development

Team Building

- Setting product pricing as per production cost approximations in consultation with Pricing Department
- Direct order intervention and order processing via SAP execution ensuring the highest customer satisfaction by executing orders with precision and effective coordination between production facility

- Handling all in order and post delivery complaints and queries of customers
- Regularly take up market information like competitor price and new product development in the market and other activities with management for effective pricing and marketing strategizing

Sales Executive

➤ GoldStar Powders Private Ltd.

📅 04/2013 - 01/2016 📍 Jaipur, India

- Operate throughout company's North Zone (Punjab, UP, NCR, Rajasthan) for promoting all business products
- Managing Marketing & Sales Initiatives, MIS & Reporting
- Order Booking, Receivables Management, Managing the Distribution Channel
- Service Support, Customer Relationship Management
- Plan meeting prospective clients as well as all existing clients
- Business Development through Channels & Direct marketing lines.
- Conducting marketing activities, like- Dealer meet, Owners meet, etc
- Perform all business protocols from enquiry to lead generation till the execution of order

Assistant Manager

➤ ANIL SPECIAL STEEL INDUSTRIES LTD.

📅 06/2008 - 04/2013 📍 Jaipur, India

Company manufactures medium / high carbon Hardened and Tempered Steel Strips & cold rolled steel strip. The company conforms to the quality systems standard of ISO 9001:2000 accredited by QSI America, INC. Florida

- Making marketing & promotional strategies to increase sales.
- Attract revenue and sales for the company
- Sales planning & sales promotion
- Meeting prospects clients as well as sent clients for developing and maintaining business
- Achieving sales targets given by the Management
- Survey the market for entry into new product range and researches the pricing strategy and promotional scheme of various competitors
- Addition and updating of existing clients' database of assigned territory
- Giving feedback from the market regarding the product image and competition.

EDUCATION

1. Masters of Business Administration (Marketing)

✓ MKM Indian Institute of Management

📅 2008 📍 Jaipur, India

- Completed Masters Program in Specialization as Marketing

2. B.Sc. General Studies

✓ University of Rajasthan

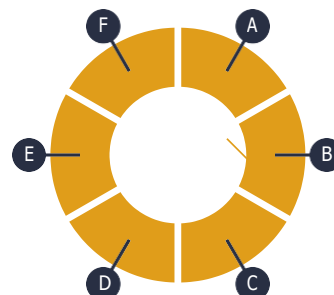
📅 01/2006 📍 Jaipur

3. Diploma in Mechanical Engineering

✓ Nirwan University

📅 05 / 2023 📍 Jaipur, India

AREAS OF EXPERTISE



- A Core Sales and Marketing
- B Customer Support and Relations
- C Team Development
- D Research and Market
- E Analysis Sales Projection
- F Performance Analyses and Report

ACHIEVEMENTS



Conducted a comprehensive market survey for "TMT BAR MARKET EXPANSION" for the Proposed project of Anil Special Steel in Jaipur.

This survey was one its kind aimed at exploring potential customers without launching the product



Participated in IJS Show in Mumbai between 2013-2016 Representing GoldStar Powders Pvt Ltd

An all invitation based event where I was recommended as the representative for the company 3 years in a row

SUMMER INTERNSHIP

@ Shri Krishna Star Relaters Ltd.

📍 Jaipur

KEY STRENGTHS

★ A complete professional

- Strong analytical and problem-solving skills
- Optimistic and believes in hard work
- Knowledge seeking nature
- Natural leadership skills, can take initiatives
- Persistent and Focused with high grasping capacity
- Learning from Mistakes, which will not repeat in future

VOLUNTEERING

President

ForMankind Sarve Sewa Sansthan

📅 11/2020 - Ongoing 📍 Jaipur

The Formankind Sarve Sewa Sansthan is engaged in social welfare activities like Girls Cleanliness Etc. Education, Woman Empowerment, Food Distribution, Environment Safety & Plantation, Blood Donation,

LANGUAGES

Hindi

Native ✓



English

Proficient



