OM PRAKASH JAIN

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**OBJECTIVE**

To emerge as a hardcore Marketing Professional by building a highly motivated team of people working in teamwork and coordination in the strive to achieve the organizational goals and objectives, and continuously aim towards innovation, perfection and excellence.

**SYNOPSIS**

* 15+ years experience in Sales and Marketing, Channel Management, Client Servicing & Team Management.
* Experience in implementation of marketing/ sales promotion plans for business generation.
* Proficient at analyzing market trends to provide critical inputs & formulating selling & marketing strategies.
* Strong interpersonal and communication skills combined with the ability to build profitable business relationships.

**CORE COMPETENCIES**

**Sales and Marketing**

* Developing marketing strategies to build consumer preference and driving volumes.
* Drive sales efforts involving effective promotional activities, product awareness with high potential clients for growth and profitability.
* Monitoring dealer sales and marketing activities; implementing effective strategies to maximize sales.

**ORGANISATIONAL EXPERIENCE**

**Working Experience**:

**Organization :** S. Chand & Company Pvt. Ltd.

**Designation : Asstt.** Sales Manager (M.P.) From 2004 to May 2015

**Experience In :** School books, Higher Academic, Engineering, Reference

Books, communicate with authors & editorial team for

explore new books for market to acquire sales.

**Designation : Sr.** Sales Manager, Gujarat (June 2015 till now)

**Experience In :** School books, Higher Academic, Engineering and

Reference Books,

**Duration :** 01 Jan 2004to till date

**Job Profile :** Canvassing, distribution, marketing, survey, payment

collection, Team building planning & coordination &

Encourage authors for writing new books & exploration

for existing books.

**Area Covered** : Gujarat

**Additional**

**Responsibility** : Manage coordination with Administrative staff & day

to day checking of inventory for proper availability for

supply.

**Organization : Deepak Prakashan, Gwalior Designation** : Marketing Executive

**Duration** : 4 Years (Jan 2000- Dec 2003)

**Job Profile** : Canvassing, distribution, marketing, survey, payment collection, encourage authors for writing new books.

**Organization : Surya Food & Agro Ltd. Noida**  **Designation** : Sales Representative **Duration** : April 1997 to Dec 1999

**Job Profile** : Appointing C & F distributors, collection of order along

with the payment, retailing, reporting, correspondence.

**Organisation :Duncans Tea Ltd.**

Designation :T.S.I. Duration :Jan 95 to Mar 97 Job Profile :Appointing Distributor, launching of product, order and

payment collection.

Area Covered : Gwalior, Morena, Bhind, Datia, Poras, Dabra

**ACADEMIA**

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| --- | --- | --- |
| Institution | ***Degree/ Certificate*** | ***University*** |
| Saifia College Bhopal | M. Com | BU  Bhopal |
| Saifia College Bhopal | B. Com. | BU  Bhopal |
| Jahangiriya Hr Sec School, bhopal | HSC  (Commerce) | M.P. Board |
| Jahangiriya Hr Sec School, bhopal | SSC | M.P. Board |

**Personal Information**

1. Father’s Name : Late Sh.S.M.Jain
2. Date of Birth : 05/06/1970
3. Marital Status : Married
4. Nationality : Indian
5. Language Known : English, Hindi

DECLARATION:

I, Om Prakash Jain hereby declare that all information stated above is true and authentic.

REFERENCE: Available on Request

Mr.O.P.Jain

Place:-Ahmedabad

(Gujarat)