C-74, Palm Green, Near Orchid white field,

Makarba, Prahlad Nagar, Ahmedabad (Gujarat)

**ANIL JANGIR (**M.B.A. in Marketing and Human Resource)

Phone No. : +919672374014

Email**: aniljangir8441@gmail.com**

**OBJECTIVE**

Seeking Managerial Assignments in **Business Development** and **Sales, Technical Services** and **Customer Relationship Management** with a Dynamic and Disciplined Organization.

**SSIONAL QUALIFICATIONS**

**WORK EXPERIENCE**

* **Currently Working** with **CEAT LTD. as Manager-R&D (South & West) (Since Mar.2014 to till date)**

**South & West – (Jaipur, Ahmedabad, Bangalore, Vijayawada, Namakal)**

**Working experience** with **CEAT LTD. as Assistant Manager-R&D**

**(Jaipur, All Rajasthan)**

**JOB PROFILE:-**

* Team handling ( Four location- **Jaipur, Bangalore, Vijayawada, Namakal)**
* Manage and lead Product Evaluation team to achieve company objectives.
* Setting targets for Product Evaluation team as per the company objectives.
* Monitoring team's performance.
* Motivating team to reach targets and propose development plans
* Keeping up to date with products and competitors and report to management necessary market intelligence.
* Strategy according to market trend and forecast of future market need.
* Action plan for market development.
* Pre sales support.
* Market research & product development
* Fleet management
* To provide feedback to HO/Plants on the performance of the products in the region.
* Achieving Primary customer satisfaction.
* Assist in product development.
* Test Tyre fitment & follow up
* Converting customer from non CEAT to CEAT
* Making new dealers.
* Prompt and efficient after sales service to customer in the region for customer satisfaction.
* Assist in marketing activities to ensure achievement of targeted sales volume.
* Solve claim related problem in product
* **Currently experience** with  **J.K. TYRE & INDUSTRIES LTD. as Service Engineer (Since Jun.2011 to Mar.2014)**

**Jaipur depot** as a Service Engineer (FE) (since Jun’2011 to Sep.’2013) **–** Jaipur, Nasirabad, Sikar, Jhunjhunu, Churu, Shahpura.

**Jodhpur depot** as a Service Engineer (since Oct.’2013 to Mar.2014) -Jodhpur, Bikaner, Ganganagar, Nagor, Barmer, Jaisalmer, Pali)

**JOB PROFILE:-**

* Selling product.
* Conducting performance tests of our tyres against competitions
* Making performance reports of test tyres on structural durability, mileage and remoulding.
* To provide feedback to HO/Plants on the performance of the products in the region.
* Campaigns, customer meet and customer education.
* OEM trainings and complaints attending.
* Responsible for technical sales.
* Surveys and studies, market trends, competitor activities.
* Achieving Primary customer satisfaction.
* Assist in product development.
* Ensure and monitor handling of Claim.
* Pre sales support.
* Prompt and efficient after sales service to customer in the region for customer satisfaction.
* Assist in marketing activities to ensure achievement of targeted sales volume.
* Solve claim related problem in product
* Converting customer from non JK to JK
* Action plan for market development.
* **Working experience** with **BIRLA TYRE (Since May 2008 to Jun 2011)**

**MEHSANA depot** as a Sales Engineer (since Apr. 2010 to Jun.2011)

**GANDHIDHAM depot (BHUJ)** as a Sales Engineer (Aug.2008 to Mar.2010)

**JAIPUR depot as a sales** Engineer (Since May 2008 to Jul.2008)

**JOB PROFILE:-**

* Selling product
* Claim inspection**.**
* Solve claim related problem in product.
* Provide Technical knowledge.
* Making new dealers.
* Converting customer from Non Birla to Birla
* Action plan for market development

**Training**

* Participated in **VEHICLE GEOMETRY DYNAMICS TRAINING** in **ASHOK LEYLAND PLANT** at **NAGPUR & CHANNAI**
* **BIRLA TYRE** - Bias tyre Technology, including defects.
* **J K tyres & Ind. Ltd.** Mysore & Banmore – Radial & Bias tyre technology, including defects.

**ROFESSIONAL QUALIFICATIONS PROFESSIONAL QUALIFICATIONS**

**PROFESSIONAL QUALIFICATIONS**

MBA from “**Institute of Certified Management Accountants of India**” Affiliated to Rajasthan University & Approved by AICTE (2005-2007)

**AREA OF SPECIALIZATION**

**MAJOR: MARKETING MANAGEMENT**

Advertising Management

Marketing of Services

Sales & Distribution Management

**MINOR: HUMAN RESOURCE MANAGEMENT**

Compensation System Administration

Human Resource Development System

**QUALIFICATIONS**

|  |  |  |  |
| --- | --- | --- | --- |
| **Qualification** | **Year** | University/Board | Result |
| **M.B.A.** | 2005-2007 | Rajasthan  University | **60.00%** |
| **Bsc.** | 2001-2004 | Rajasthan University | **66.29%** |
| **12th** | 2000-2001 | Raj Board | **73.08%** |
| **10th** | 1998-1999 | Raj Board | **60.33%** |

**SUMMER TRAINING/PROJECT REPORT**

Company : ITPCI

Duration : Two Months

Place : Jaipur

**Certifications & Accolades**

* Participated in various competitions in school & college level
* Bagged the distinctions of winning prizes in quiz contest at ICMAI participated in various zonal youth festival & college activities
* Member of coordination committee at ICMAI

**BELIEF & STRENGTHS**

* Strongly believes in 3 D’s: Dreams, Desire and Determination.
* Ability to work in a team and lead a team.
* Ready to learn and prepared to be taught.
* Task oriented.
* Adaptable to change.
* Never drop work in between.

**PERSONAL INFORMATION**

Fathers Name : Shri Vishwanath Jangir

Date of Birth : 16thMar.’1983

Permanent Address : E-11, Indira nagar,

Jhunjhunu (Rajasthan) Pin-333001

Personal Interests : Quizzing, playing Chess & Cricket, Serving People

Here by I declared that the above mentioned information is true and correct to the best of my knowledge and belief.

I assure you sir; I’ll have no stone un-tuned to fulfil my job requirement with complete discipline, dedication & devoted work

**Place: - JAIPUR**

**Date: - 08/10/20167 (ANIL JANGIR)**