**CURRICULUM VITAE**

NANDKUMAR SAMBHAJI JADHAVRAO

CAREER OBJECTIVE

To work, learn & grow with an organization to reach a high level in managerial hierarchy & be instrumental in driving it beyond its mission by adhering to its values & cultures & utilizing my potential & talent to its fullest.

SYNOPSIS

I am an individual with positive mindset, goal orientation & ability to work at extreme ends of organization.

Working with a sense of ownership & dedicatedly giving maximum efforts to deliver extra & accomplish tasks/achieve goals of the organization.

Excellent written, communication, interpersonal, liaison & problem solving skills with the ability

to work in multi cultural environment.

ACADEMIC CREDENTIALS

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| --- | --- | --- | --- | --- |
| **Academic Level** | **1.Name of Degree/Course** | **Period** | **Major Subjects/Specialization** | **Class** |
| **2.Name of Board/University** |
| **Post Graduation** | 1.M.A.  2.University of Pune | 2018-2020 | Economics | First Class |
| 1.MBA  2.Synergy Inst.of Management, Pune | 2007-2009 | Marketing | First Class |
| **Graduation** | 1. B.Sc.  2.University of Pune | 2004-2007 | Chemistry | First Class |
| **12th Standard** | 1.HSC  2.Maharashtra Board | 2003-2004 | Physics,Chemistry,Biology | First Class |
| **10th Standard** | 1.SSC  Maharashtra Board | 2000-2001 | Mathematics,Science,Social Sciences | Higher Second Class |

PROJECT

**Summer Project (June-August’08)**

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| --- | --- | --- | --- |
| **Organization** | **Project Title** | **Work done** | **Outcome/Achievement** |
| Escorts Ltd. | Tractor Marketing for Industrial & Agricultural Applications | 1.Marketed Escorts Tractors in various Construction Building Companies in Pune  2. Developed the prospect client database for the company. | 1.Cracked deal of 5 Tractors at a time  2. Got the project of Marketing of “Boxer Equipment” |

EXTRA CURRICULAR ACTIVITIES

Participated in inter college Cricket competition in 12th.Standard.

Participated in Blood Donation Programme in T.Y.B.Sc. & M.B.A.

Participated in Euphoria as a member of Core Management Committee in M.B.A.

Organized fresher’s party in M.B.A.

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OTHER INFORMATION

**Hobbies**-Travelling, Playing Cricket

**Books Read**-Think & Grow Rich

**Languages Known**-Marathi,Hindi,English

OTHER CERTIFICATE

Dr.Manibhai Desai Scholarship for Excellence in Studies from Intervet India Pvt.Ltd.

COURSE DONE

MS-CIT with 98 percent mark

WORK EXPERIENCE

1. **Organization**- Sai Tractors (Authorized Dealer – Swaraj Tractors)

**Date of Joining**-01/01/2017 -31/03/2020

**Designation**- Manager (Sales & Marketing)

1. **Organization**- Yash Automobiles (Authorized Dealer – ITL Sonalika Tractors)

**Date of Joining**-01/01/2015 -31/12/2016

**Designation**- Manager (Sales & Marketing)

1. **Organization**- International Tractors Ltd.

**Date of Joining**-07/05/2012 -31/12/2014

**Designation**- Territory Sales Manager

1. **Organization**-Escorts Ltd.

**Date of Joining**-10th Feb. 2010

**Designation**- Project Officer

**Job Profile**-

* Handling of the dealers to generate business.
* Coaching of the dealers staff.
* Execution and Monitoring of various activities.
* Help the dealers to generate more sales, results into more revenue and profitability for sustainable business.
* To search for other options and potential areas to achieve sales target in the assigned territory Responsible for dealer management.
* Appointments of trained manpower in adequate quantity at dealership Train and arrange training programs for the dealer salesmen on pre-sales and sales processes, new product features advantage benefits.
* Facilitate the events like local level sales promotion campaigns, product launches etc Watch and track the competitor activities, capture feedback on performance of competitor vs. our products.
* Establishment of banking relation in territory for proper retailing process of the area Development of fund through banks for proper running of business.
* Help the dealers in Recovery of payments.

**Organization**-Parts Cottage (Distributor - Hero Honda’s Spare Parts)

**Date of Joining**-1st June 2009-31st December 2009

**Designation**- Sales Executive

**Job Profile**-

* Marketing of spare parts of Hero Honda in authorized dealership, sub-dealership, local vendors.
* To get maximum order from dealers, local vendors to grow the business & increase the profit.
* Develop new clients/customers for spare parts.
* Design different discount schemes for the clients.
* Ensure customer satisfaction.
* Recovery of the payment.

PERSONAL PROFILE

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| --- | --- |
| **Date of Birth** | 25TH April 1985 |
| **Blood Group** | B + |
| **Marital Status** | Married |
| **Nationality** | Indian |
| **Address** | A/P Wagholi, Tal-Haveli, Dist-Pune-412207 |
| **E-mail** | [nandkumar\_jadhavrao@yahoo.co.in](mailto:nandkumar_jadhavrao@yahoo.co.in) |
| **Contact Number** | +91-88888 15548 |

DECLARATION

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

Place: Signature

Date:

**(Nandkumar S. Jadhavrao)**