Pawan Dhariwal

**Mobile: +91 99208 33253 Email ID: [pawandhariwal06@gmail.com](mailto:pawandhariwal06@gmail.com)**

# SKILLS

* Having Tremendous Knowledge of Publication Entire All India Region
* Having A Good Solid Relationship With All Major Clients In All India Region.
* More Than 15 Years Exp In Publishing Book Trade All India & West India Too.
* Good Solid Connection With Authors & Full fill There Needs Of All India Offline Distribution & Online Distribution With Authors Book Launch ,Authors Book Signing & Authors Events
* Quality Of Developing New Ideas and Tools For The Assigned Jobs For The Smooth and Effective functioning of System

**Experience Summary:**

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| **Currently Working as a All India Sales Head At Beeja Publication House From November 2022 To Till Date All India Region** |
| **Worked As a Senior Sales Manager At Tree Shade Books from Feb 2019 To Oct 2022 In West India** |
| **Worked as Regional Sales Head in ‘’Sri Sri Publications Trust’’ from August 2015 to Jan 2019 West India** |
| **Regional Sales Head ‘’ B. Jain Publishers Pvt Ltd.” From June 2010 to July 2015 (West India)** |
| **Circulation Manager in “Value Research India Pvt. Ltd.” from July 2008 to June 2010 (All India**  **Region)** |
| **Sr. Circulation Executive in “Niksan Info Media Pvt. Ltd.” from June 2005 to July 2008 (All India Region)** |

# WORK EXPERIENCE

## Company Profile.

Worked with “**Sri Sri Publications Trust”** as Regional Sales Head from August 2016 to Jan 2019. Sri Sri Publication Trust is one of the trusts operating under the wings of ART OF LIVING, the spiritual organization founded by Sri Sri Ravi Shankar. It has a repertoire of high quality products Books, discourses in form of video and audio Cds and DvDs and soul stirring Bhajans in the melodious voices of some of The Art of Living’s singing legends. We offer knowledge & Meditation by Sri Sri Ravi Shankar in form of Books and Videos, which has helped millions across the world in improving their quality of life Jaya Board Game it’s a game of mythological of Mahabharata Kaurav&Pandav. The Jaya Board Game is available all Leading retails chain stores like Crossword Landmark Hamleys Stores, Bigbazar Stores & Airport Stores in West India Region. Also strong presence in the Local market of West India Region.

The sales proceeds from all our products go to fund the social welfare projects of The Art of Living. Over the years, Sri Sri Publications Trust, has been funding various service projects, one of which is to provide free education to poor children across the length and breadth of our country. These schools are mostly located in tribal areas and areas which otherwise had no infrastructure to provide any kind of education.

Presently we have over 400 school providing education to over 40000 children.

## Job Profile:

* Handling all Western region Circulation and Distribution of books including Institutional Sales.
* Manage, monitor and coordinating for local market distribution activities in western Region, Regularly Travel all entire Gujarat, Maharashtra and Goa on regular basis.
* Having regular contacts with retail giants like Crosswords, Landmark, Future Group and Zee Institutes

along with some other prominent outlets. Deals in Corporates in IT Companies & Pharma Companies for Bulk Deals for expansion for company revenue.

1. Worked with **“B Jain Publishers Pvt. Ltd.”** as a Regional Sales Head for West India.

## Company Profile :

B. Jain Books is a Publisher of India’s Number one Health, Homeopathy & Children Books which are one top rank holder n Indian Publishing Industry. The Company is an ISO 9001:2000 certified organization, and has published over 2000 titles in more than eight languages. Some of the other leading imprints of

B. Jain books are Leads Press and Pegasus are also one of the best selling title of B. Jain Group.

## Job Profile:

* + Handling all Western region Circulation and Distribution of books including Institutional Sales.
  + Manage, monitor and coordinating for local market distribution activities in western region.
  + Travel regularly all entire Gujarat, Maharashtra and Goa on regular basis. **•** Having regular contracts with retail giants like Crosswords, Landmark, Future Group and Zee

Institutes along with some other prominent outlets.

1. Worked with **“Value research India Pvt. Ltd.”** as a Circulation Manager

## Company Profile :

Value Research India Pvt. Ltd. is a Publisher of two Monthly Magazine named **“Mutual Fund Insight”**

and other **“Wealth Insight”**& Website, [www.valueresearchonline.com.We](http://www.valueresearchonline.com/) are the Publisher of two Books named **“Mutual Fund Year Book”** and other **“Saving and Investment Year Book”.** Both are Yearly Books Published once time a year.

## Job Profile:

* + Handling all pan India Circulation of Magazines Including Institutional Sales.
  + Manage and monitor local market development activities.
  + Manage and monitor Sales/Return, Credit, and Billing of Pan India magazine sales agents. Handle the books also since 2010.
  + Assist in developing for magazine distribution and subscription.
  + Handling all pan India Circulation of Books Including Institutional Sales also.
  + Having regular contacts with a distributors like Jaico Publishing house, USB Publishing house, India Books Distributors and India Book house.
  + Travel regularly cities like Delhi, Ahmedabad, Kolkata, Bangalore, and Chandigarh maintain good contacts and regular follows of movement of magazines and books.

1. Worked with **“Niksan Info Media Pvt. Ltd.”** as a Senior Circulation Executive.

## Company Profile :

Niksan Info Media Pvt. Ltd. is publisher of magazines named **‘Lace-n-Lingerie’,** Bi-monthly and **‘Body wear Bulletin’** a Monthly Magazine.

## Job Profile:

* + Handling pan India circulation of magazine including subscription.
  + Handling events like fashion show & exhibition.
  + Manage and monitor local market development activities.
  + Manage and monitor Sales/Return, Credit and Billing of Pan India.
  + Magazine sales agents.
  + Controlling sales shop to shop magazine supply.
  + Assisted in developing for magazine distribution and subscription.

# EDUCATIONAL QUALIFICATION

□ Passed S.S.C. in 1999 recurring above 60% of markes from Uttar Pradesh Board. Passed H.S.C. in 2001 recurring above 60% of marks from Uttar Pradesh Board.

□ □ Passed T.Y.B.A. in 2006 recurring above 75% of marks from Ambedkar University of Agra.

# PERSONAL DETAILS:

Attitude :

Marital Status :

Date of Birth :

Hobbies :

Languages Known :

Address :

Self motivated, enthusiastic and positive frame of mind. Married

9th May 1983

Listening to music & interacting with new people. Hindi, English, Marathi & Punjabi

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