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| **CURRICULUM VITAE** | |
| **Pawan Kumar**  **OBJECTIVE:-**  To learn and function effectively in an organization and be able to deliver to the bottom line and constantly upgrade my knowledge, skills and exponent in marketing field by devoting myself to work and for developments of my organization.  **ACHIEVEMENTS:-**  **In ACC CEMENT LTD Awarded BEST DISTRICT OFFICER in 2008 for Sales and Marketing excellence**  **In JAYPEE CEMENT ADDED GOVT AND INSITUTIONAL SALES from 1500 MT to 13500 MT PER MONTH.**  **MOBILE No:-** 7006641424    **Email Id :-** pawan4kumar@gmail.com  **PERSONAL PROFILE:-**  **Name :** Pawan Kumar    **Father Name : Sh.** Dewan Chand    **Mother Name :** Smt. Shakuntla Devi  **Date of Birth :** 21st Jan 1980    **Gender :** Male  **Nationality :** Indian  **Marital Status :** Married  **LANGUAGES KNOWN:-**  English, Hindi, Dogri and Punjabi    **HOBBIES** **:-**  Driving, Football, Listening Music.  **PERMANENT ADDRESS** **:-**  Govindpura  Jammu  Jammu & Kashmir | **WORK SUMMARY**  **Shyam Steel Industries Ltd**  **Job Profile :-**     * Working as **Area Sales Manager from Nov-2021 to till date** also looking after entire Jammu & Kashmir. * Handling a team of four sales persons and two technical staff.   **Responsibilities:-**   * Appointment of Dealers and ARS and also Chanel Management through team. * Sales Planning and Market Developmental activities. * Conducting Contractor, Builders & Architects meets. * Awareness to customers of our brands by conducting Customer awareness camps and Canopy camps on occasions & festivals.   **Asian Fine Cements Pvt Ltd – (Duraton Cement)**  **Job Profile :-**     * Working as **TSM from May-2019 to Oct-2021** also looking after Channel Sales management in both Trade and Non trade sales. * Looking after entire Jammu & Kashmir and handling a team of three sales persons   **Ceasefire Industries Ltd**  **Job Profile :-**     * Worked as **Branch Manager-GISD from Oct-2018 – Apr-2019** * Looking after the GISD (Government and Institutional Sales Division) J&K. * Handled team of **Two Sales Sr. Sales Executives, Branch Accountant, and Two Installers** is working under my team.   **SRV Infratech Ltd**  **Job Profile :-**   * Worked as **Branch Head from Jan-2014 to Sep-2018** * Looking entire J&K branch operations, Sales, Services and Accounts departments as the branch inventories.     **JAIPRAKASH ASSOCIATES LTD (Cement Division)**  **Job Profile :-**   * Worked as **Key Account Officer – (Jammu & Kashmir) from NOV-2010 to DEC-2014** * Looked after Govt & Insitutional Sales of entire Jammu and Kashmir region in Sales & Marketing - PR department.       **HOLCIM INDIA – ACC CEMENTS LTD**  **Job Profile :-**   * Worked as **District Incharge (Jammu & Kashmir) from JUN-2007 to OCT-2010** * Looked after Trade Sales and marketing through our channel in Kathua, Udhampur, Srinagar and Leh Districts.   **HOLCIM INDIA - AMBUJA CEMENT LIMITED**  **Job Profile :-**   * Worked as **Sales Assistant (Jammu Branch) from MAY-2005 to APRIL-2007** * Looked after sales activities of Jammu Branch.     **Professional Qualifications :**  ­   * **M.B.A** from **SIKKIM MANIPAL UNIVERSITY** in Marketing and (2006-08)   **Academic Qualification :**   * Bachelor of ARTS **(B.A)** from **Jammu University** in the year 2004. * **10+2** **(SCIENCE)** from **JK Board** in the year 2000. * **10th** from **JK Board** in the year 1998.   **Computer Proficiency :**   * One Year **Diploma in Computer Applications** from **NIIT**. * Six Month Certificate course in ILET & BPO computer skills from **DOEACC Jammu University**  |  | | --- | | **Declaration** |   I hereby declare that above mentioned particulars are true and best of my knowledge.  **Dated : 4-Jan-2022**  **Place : Jammu [Pawan Kumar]** |