



JASVIR SINGH

Project Officer (Sales & Marketing)

SUMMARY

To have a growth oriented and challenging career ,where I can contribute my knowledge and skills to the organization and enhance my experience through continues learning and team work.

GET IN TOUCH WITH ME

- Cell: 8430084076
- Email: jasvirtomar3@gmail.com
- LinkedIn: linkedin.com/in/jasvir-singh-5a9949a2

PROFESSIONAL SKILLS

- SAP erpm
- Auto cad and Pro-E
- Knowledge of TMS & DMS
- Microsoft Office Word, Microsoft Office Excel
- Microsoft Office Power Point

INTERESTED AREAS

- Sales and Marketing
- Product Testing
- Quality control
- Production Planning & Control
- Design
- Research & Development
- Purchase
- Maintenance

WORK EXPERIENCE

•Project Officer (Sales & Marketing)

Escorts Ltd.| Oct 2018 - Present

Roles & Responsibilities

- He has to ensure to increase SOM in his assigned territory by increase manpower at dealership or by increase productivity of salesmen.
- Leading the activities like KG, Road-shows, Salesmen Product training, Demo etc. at dealership as per the calendar and Generating 'A' class inquiries.
- Daily interaction with the dealers who are under their assigned territory.
- Daily hot inquiry status review with the Dealership salesman direct or through phone.
- Check daily entry of enquiry in ESMS ,enquiry follow-up, and ensuring delivery updation in ESMS through ABM.
- Co-ordination with ABM for best results at the dealership.
- Minimum one joint meeting with ABM for further planning and previous status reviews.

•Field Officer (Sales & Marketing)

Sonalika International Tractors Ltd. | Jul 2017-Oct 2018

Roles & Responsibilities

- Leading the activities at DG Dealership as per the calendar and generating 'A' class inquiries.
- Daily interaction with the dealers who are under DG for that month in their territory.
- Daily hot enquiry status review with the DG Dealership salesman direct or through phone.
- Daily entry of enquiry in TMS and ensuring delivery updation in TMS through PCH.
- Co-ordination with PCH and ADM for best results at the DG dealership.
- Minimum one joint meeting with ADM & PCH for further planning and previous status reviews.

•Graduate Engineer Trainee

Hindustan National Glass Industries Ltd.| Aug 2016-Jul 2017

Roles & Responsibilities

- Dealing with local as well as international vendors for spare, job work and all type casting related procurement.
- Taking care of all components related to purchase.Doing end to end procurement cycle activity.
- Handling all the negotiation related to quotations for settlement rate.
- Approval of purchase request and creation of PO in the SAP system.
- Implement ideas that lead to process improvements (cost, time, service improvement).
- Maintaining all procurement related documents.

INTERPERSONAL SKILLS

- Ability to rapidly build relationship and set up trust
- Confident and Determined
- Ability to cope up with different situations

PROJECT

- Design and Development of Bio-reactor and its performance study.

EXPERIENTIAL LEARNING

- Company Name :- BHEL,Haridwar
- Project Title :- Knowledge of various tool used in the machining of turbine parts
- Duration :- 30 days

ACHIEVEMENTS

- Won 1 st prize in state level project title- "LAN D RESOURCES"
- In Sonalika International tractors Ltd. got confirmation within 6 months due to good work
- NCC cadet during schooling got first prize in 200 meter race

EDUCATIONAL DETAILS

Anand Engineering College ,Agra

B.Tech in Mechanical Engineering

2012-2016

72.5%

VSS IC Pisawa, Aligarh

Intermediate

2010-2012

71.2%

S MS H SEC Public School ,Chandus

High School

2008-2010

69%

REFERENCE

- Ashutosh Kumar Pathak, Regional Business Manager in Escorts Ltd.
- Mayur Kumar Chovatiya , Area Business Manager in Escorts Ltd.

DECLARATION

I do hereby declare that the above information is true to the best of my knowledge.

Place:

Date:

Jasvir Singh
(Signature)