



JAYANT NAVARE

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Business Development Head

Summary: As an experienced Business Head in top management positions, presently I am :

- Creating strategic plans and budgets based on thorough market analyses and the implementation of these plans,
- P&L responsibility,
- Leading and coaching of (National) sales organizations,
- Key-Account Management and gaining new accounts (in new market segments),
- Price and contract/tenders - negotiations,
- Managing product development/quality activities,
- All of which has resulted in continuous growth and profitable turnover.

Characteristics: Ambitious and achievement-oriented, sets its own goals, perseverance, problem solving, taking the initiative, stress resistant.

WORK-EXPERIENCE

K. K. NAG PVT. LTD., PUNE (From March 2014 - Present).

Business Head (Top Management Member)

About the Organization : Founded in Pune in 1965, has built its reputation on unwavering customer service, unmatched quality and constant, customer-focused innovation. We pioneered the use of [Fibreglass Reinforced Plastic](#) (FRP) in India and also pioneered the use of EPS in India. We were also the first to introduce Expanded Polypropylene (EPP) in India. We also manufacture proprietary and custom moulded products in [Rotational Moulding](#) and are the sole distributors in India for Seeley International's Breezair brand of plastic Ducted Evaporative Air Coolers.

As a Business Head : Established a completely diversified division for Roto Moulded (Material Handling and Custom moulded Products). Identify & Developing key relationships with Prospects / Clients / Contractors / Government functionaries for New/Repeat business and referral business. Done the networking between regional offices and business partners/dealers.

NEWGEN SPECIALTY PLASTICS LTD, Gr. NOIDA. (From August 2011 to Feb. 2014)

VP (Business Development)

Business development through innovative ideas, national networking. Given new directions for brand development in the area of "Industrial Materials Handling Products". Implemented new market strategies, targets for Pallets, Insulated Boxes and Water/Chemical tanks. Given profitable and sustainable growth to the organisation with past experiences and changed the image in the comparative market.

NILKAMAL LTD., MUMBAI (From Oct. 2010 to July 2011).
General Manager (SALES & MARKETING)

Established a completely diversified division for Roto Moulded (Material Handling Products). 2. Identify & Developing key relationships with Prospects / Clients / Contractors / Government functionaries for New/Repeat business and referral business.

Involved with Utility Service Providers such as Municipalities, Large Housing Agencies, Townships, Builders and Developers.

Conduct pre-bid activities in tender costing. Making technical presentations to key customers.

Market research & competitor activities & provide relevant management information.

Expand customer base for existing products and establish customer base for new products through Regional Team - offices / network.

PROMENS, India [MNC – www.promens.com] (From Sept. 2006 to Sept. 2010).
General Manager (SALES & MARKETING)

Promens (now a part of the RPC group) is a large size plastics manufacturing group with focus on packaging, automotive and material handling. One of the largest rotational moulders in the world.

My responsibilities were to build and run the business operations, ranging from strategic investment preparations to daily business development and general management. In this period we set up 24 dealers in India/Asia. World class quality/manufacturing facilities in the region, developed a leading market position in our key strength field of material handling and established several new business segments.

A very fulfilling journey for me, packed with challenges, learnings and rewards. Cemented my belief in the business networking, best practices and the power of teams. I managed to feel like an entrepreneur almost every day for 4 great years.

LIPI DATA SYSTEMS LTD., MUMBAI. (From JULY 2003 - SEPT 2006).
RM SALES & MARKETING (WEST – INDIA)

A 20 year old ISO 9001 & 14001 co., known for it's quality services in the field of IT - H/W - products & Solutions. Renowned for its rang of high speed heavy duty Line Printers, Dot Printers, Laser Printers and Consumables, has International tie-ups with world leaders Tally – USA & Germany, TANDBERG DATA-Singapore.

MANAGEMENT & LEADERSHIP SUCCESSES :

- Established national customers SBI, BSNL, LIC-India.
- Increased revenue & added new Dealers .
- Introduced new techniques to win corporate business and tenders.
- Hired and trained managers/executives.
- Introduced new products to improve profits from the area given.

IMO COMMUNICATIONS PVT. LTD. BANGALORE. (MAY 2000 - JUNE 2003).
Sales Head, Baroda (Gujarat / MP – INDIA)

"Indiamarkets" is India's leading Business-to-Business (B2B) e-commerce enabler, aggregating 31 industry segments, representing over 155 diverse product categories. Provides a range of end-to-end B2B solution, including "e-Buy" & "e-Sell", which are internet based purchase & sales automation solutions for Business / Organizations.

OPERATIONAL TURNAROUND :

- Day-to-day on-line meetings/working with total-network for product development & B2B customers.
- Implemented company's sales/service strategy and policies vigorously and effectively.
- Boasted 60% productivity gain within 2 years & with the highest customer satisfaction in quality & delivery.
- Developed productive sourcing relationships throughout area for B2B e-commerce enabler.
- Capitalized on growth opportunities through development and launch of new product line.

PUNWIRE TELESYSTEMS LTD., CHANDIGARH. (MAY 1995 – APRIL 2000).
BM, Ahmedabad(Gujarat).

A Chandigarh (Punjab) based telecom company with its presence in total India for paging and radio trunking products / service. Manufacturing co. for telecom products with network in all over India .

OPERATIONAL TURNAROUND :

- With 'PUNWIRE' developed new standards for Indian PAGING / RADIO-TRUNKING systems.
- After having completed the task of overhauling at Indore & Coimbatore branch operations in a short span 6 months, I was given the charge of Ahmedabad (Gujarat) , the most prestigious (No. 1) branch in the country.
- Collections have been maximum from the Ahmedabad in the country.
- Maintained existing clients with challenges & competition in this new area of Indian-telecom-industry.

METHODEX INFRES LTD., DELHI. (DEC 1990 – JUNE 1995).
BM, (MP).

A 30 year old Indian O/A co., known for it's services in the field of office Automation Products/System, Micrographics & Currency Counting System for BANK, LIC & GOVT. Segments. Having presence all over India & in the kingdom of Bhutan & Nepal.

OPERATIONAL TURNAROUND :

- Joined the organization as Sales Executive & become Branch Incharge within a period of 2 years with 4 promotions.
- Brought in and maintained key customers, Banks, LIC, Dealers of the stat MP.
- Launched and established the Brands of the Co. for PHOTOCOPIERS, IBM-PC's, NOTE COUNTING M/C.,PAPER-SHEDDERS [In competition of HCL, MODI-Xerox, Canon
- Progressive achievements under guidance of Mr.M.N.Katariya [MD of the Organization].

MEGAWARE COMPUTERS LTD., MUMBAI. (Oct. 1985 – Nov. 1990).
Marketing Executive.

- Working on computer education & new standards for India. (during 80's & 90's).
- Developed franchises/network for Computer Education / Academies in competition with APPLE and NIIT.

EDUCATION

TRAINING

MEMBERSHIPS

- Bachelor of Commers from Indore University of Indore – MP, India in 1981.
- Diploma in Computer Science / Application from MCTE – MHOW/Indore, India in 1982-83.
- Attended 'Global Quality & Product Development Programs' at **PROMENS / BONAR [Deventer, The Netherlands]**.
- Member of "STAR" – (Society of Asian Rotomoulders).
- Attended & Conducted Various Kaizen training programs for multiple Organizations.
- Major a/c. handling workshop in LIPI / METHODEX / PUNWIRE.
- Attended/Conducted, Exhibitions/Seminars for productive sourcing & relationships.

(Result: Capitalized experience for growth, opportunities, development and new segments).

Warm Regards,

Jayant Navare