

Ramesh Chander Mahajan

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Academic , Technical and Professionals Qualifications:-

1. 10+2 Standard From J&K School Board of Education Srinagar Kashmir J&K
2. Three years Diploma in Electronic & Communication Engineering from J&K board of Technical Education.
3. Bachelor of Degree in Commerce from Indira Gandhi National Open University Jammu (J&K)
4. Post Graduate Diploma In Business Management from Jammu university Jammu J&K
5. Master of Business Administration Degree in (Marketing & Finance) from Punjab Technical University Jammu J&K.

At Present Working with Comet Granito Pvt Ltd as Area Sales manager J&K UT& Ladakh from April 2022 to till date.

Working experiences :-

1. Asian Paints India Ltd as Sr Territory Sales In charge Jammu division (May 1996-Oct 2000) 4 years and 5 months .
2. Shalimar Paints Ltd as Assistant Sales Officer as Depot in charge in various location in J&K ,Himachal Pradesh, Ludhiana, Mohali, Punjab and Chandigarh from (Nov 2000- Oct 2004) 4 years.
3. Modi Industries Ltd (paint section) as Area Manager for J&K from (Nov 2004 -March 2006) 1 year and 6 months.
4. Mnc Jubilant Organosys Ltd adhesive division as Territory Sales Manager J&K(May2006-Sept2008)2 years &5Mths
5. Acro Paints Ltd as Area Sales Manager J&K UT & Ladakh from (Oct 2008- March 2021). Later shifted to Bihar State for upgrade of Depot at Patna from (April 2021 to August 2021) 12 years and 11 months .
6. Jewel Paints Ozell Cooner as Assistant Sales manager J&K & Ladakh from (Oct 2021–March 2022) 6 months.

Skills, achievements, and objectives of key responsibilities in the fields of Sales, Marketing, Branch and C&F operations, Business Development, and Team Management during a long tenure of experience.

1. The first Asian Paints Colour World tinting machines were installed. Branch and C&F operations of Shalimar Paints, Modi Paints, Jubilant Organosys Ltd, and Acro Paints were launched in J&K by me and led to successful business growth every year during my career with these prestigious companies, creating a strong bond between the key accounts dealers , distributors and channel partners in rural and urban competitor markets. In the present company, both sales turnover & the dealer's network have increased by promoting tile segments in J&K and Ladakh.
2. Manage branch operations to area-specific objectives while maintaining overall sales force productivity, team management , providing technical feedback to central management to identify new market potential , key account development and market strategy , forecasting sales and budgets, analyzing to maximize revenue, managing dealer-escalated issues in sales ,collection and outstanding. familiarity with return assessments, commercial and sales tax management . coordinating district-specific marketing campaigns and sales promotions with new product launches.
3. Competently managed customer relationships and encouraged sales with business networks of all stakeholders, including dealers, distributors, architects, builders, institutional GEM tender, Civil & MES departments, applicators, contractors, etc, throughout the entire regions of J&K and Ladakh, to establish a robust business across all product range concepts in the large construction building materials segments and business planning and competitive management. My goal is to diligently expand the company's operations in all areas of demand in current markets.

Personal Information:-

Nationality /Martial Status : Indian/Married
Date of Birth : 01.04.1969
Domicile : B-55 Indira Nagar Srinagar Kashmir Valley J&K.
Mother tongue and language Skills : Punjabi, Kashmiri, Dogri, Hindi, English, Urdu , Pahari etc language.
Computer Skills : Vast knowledge of Windows 10 & MS office and Internet service Technology.

Curriculum Activities:-

has been awarded second prize from Jammu Municipal corporation & J&K bank ltd, Gold, Bronze, Best achievement, 100 world eminent artist award and has accomplished a number of art works with prestigious awards in both India and abroad, recognized a an eminent international artist from J&K and still participating in art competitions both national and international platform as a hobby.

R.C.Mahajan

