

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 (May 2006-Sept 2008) 2 years & 5 Mths
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.

Achievements and objectives of key responsibilities in the field of Sales, Marketing, Branch and C&F operations handling 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 of growth in every year during my career with these prestigious companies, creating a strong bond between the key accounts dealers and business 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. Leading the team of TSE's and Branch operations to achieve targets of territories and areas-wise objectives, ensuring overall sales force productivity, providing technical feedback to central management of the company to identify new market potential and plan, forecast sales and budgets analyzing to maximize revenue, managing all escalated issues from dealer in collection, outstanding and sales to determine the effectiveness of profitable sales and market growth. Experience in Commercial, sales tax issues and return assessment management. Coordinating district-wise selling activities and promotions with new product launches in the market.
3. Built a strong business across all product range concepts in the large construction building materials segments of the Paints/Adhesive/Construction Chemical and Tile market. Skilled in achieving the corporate goals by maintaining relationships and motivating sales with all business network of stakeholders including dealers, Architects, Builders, Institutional and tenders department sales, applicators and Contractors etc across the entire regions of J&K and Ladakh. My aim is to dedicatedly grow the company's business in every field of needs in existing markets.

Personal Information:-

Nationality /Marital Status : Indian/Married
Date of Birth : 01.04.1969
Domicile : B-55 Indira Nagar Srinagar Kashmir Valley J&K.
Language Skills : Mother tongue Punjabi, Kashmiri, Dogri, Hindi, English, Urdu 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 as an eminent international artist from J&K and still participating in art competitions both national and international platform as a hobby.

R.C.Mahajan

