

ROSHAN JHA

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Objective

I have been involve in the field of sales and business development for close to 12 yrs now with 4 different companies throughout the course of my career. I have been involve in b2b sales of various products and serviceslike tea coffee vending machines, medical equipment, oil and paint dispensing machine and most recently into handmade paper, paper product, Kraft paper product for corrugation packaging companies

Experience

• Tara Life Sustainability Solutions Pvt Ltd Manager (Sales & Marketing)

May 2020 -Till now

1. Looking after sales in Delhi NCR, U.P, Haryana, Punjab & Rajasthan region of handmade paper and paper product from handmade paper like stationary item, dairies, paper bag & Corporate Gifting items.
2. Coordinating with corporate Gifting agent and corporate companies in market to maintain sales in regular basis.
3. Also visiting the paper bag, printing solution, Box Making, Gift Item making & tag making Companies and other related to handmade paper companies to increase sales in new way.
4. Identify, evaluate and develop sales leads for handmade paper and Cotton waste paper, expansion of existing product lines and sales channels.
5. Understanding the corporates companies' actual requirement of handmade paper and suggesting them according to their requirement and stock availability with us through gsm, shades, bf of the handmade paper.
6. Regular visiting to existing to packaging, paper bag and box making and corporate gifting companies to maintain relationships with them and asloloooking new companies in market.
7. Understand paper industry trends and competitor activity and apply them in sales plan development.
8. Develop and maintain relationships at multiple levels within the paper,bag,box and corporate companies customer organization to position TE as a strategic partner with a competitive advantage
9. Drive sales growth through maximization of resources and execution of market segment strategies -Support New Product Development and pro-actively cultivate new product sales
10. Responsible for doing the vendor management for company for raw material and also works to other vendor.
11. Responsible for meeting additional KPI targets including bookings & billings growth, conversion rate, S&OP accuracy & customer scorecard. Work closely with Product Managers to develop and implement pricing and promotional strategies; Collect, evaluate, communicate and apply market information and competitive intelligence
12. Plan and participate in trade/product shows, seminars,Exhibition industry trade organizations, district and regional sales meetings in order to identify opportunities
13. Grow sales revenues of ADM's existing product portfolio in the handmade and Kraft paper segment in corporates companies

Sr. Sales officer

1. Working under ACCURA brand.
2. Products: ACCURA Oil vending Machine, Paint Dispensing Machine
3. Looking after the Oil Retailer, Oil Depots and Small Oil Mills across India and Nepal
4. Propagating business development through distribution channels handling diversified client base of SME, Retail and Institutional.
5. Thoroughly assisted in launching and exhibiting new FMCD products for Oil Industries market in pan India level.
6. Conducted product demos across 15 major oil Industries with a conversion rate of 90%, executing mail & event campaigns & vendor-client feedback surveys.
7. Added Key Accounts (Corporates) – Adani Wilmore, KLF, KPL, Aarti food Nepal, Patanjali Haridwar.
8. Handling Primary and Secondary Sales.
9. Handling 4-6 Distributors.
10. Channel Handling,
11. Handling the Team of 4 People
12. Co-operating with the Supply Chain.
13. Key Accounts Handling.
14. Doing Exhibition to reach more new customers.
15. Handling branding and Marketing for Accura brand.

R.D.PLAST PVT LTD

May 2012 - May 2018

Sr. Sales officer

1. Products: Cubicle Track system and curtain, Nurse Call System, Bed Head Panel, Scrub Station, Mounts, Wall protection system, Telescopic IV Hanger.
2. Tracking targets, revenue & inventory, month-wise product/range planning, built vendor network and enabled channel partners.
3. Looking after the B 2 B sales of Hospital and hotels in Mumbai region and other part of Maharashtra
4. Handling primary and secondary sales of companies
5. Maintaining of stocks for proper delivery and timely received to clients
6. Channel handling likes dealer, distributors and stockiest
7. Looking after distributors in Maharashtra and Mumbai region
8. Handling all major hospital in Mumbai and Maharashtra
9. Regular meeting with the Doctors, Bio-Medical and concern person of major hospital
10. Co-operating with the Supply Chain
11. Key Accounts Handling

♦ **Nestle (under the payroll of snap marketing Pvt ltd**

May 2010 - May 2012

Marketing executive

1. Products; Tea Coffee Vending Machine, Premixes.
2. Marketing Executive
3. We are mainly in B2B selling of Nestle tea and coffee vending machines and premixes.
4. It is a India's largest distributor of Nestle tea and coffee vending machines.
5. Was working as a Marketing Executive, responsible for B2 B and corporate selling (HORECA, IT co.'s, Educational Institutes, Small Retail outlets, Industries).
6. I look after MIDC, PCMC, Baner, Pashan and Aundh area of Pune.
7. Motivating technical staff to maintain TAT for service; training and assisting new team members for business development and business management.

EDUCATION

- **Tilak Maharashtra University** 2 years
MBA marketing
60.67%
- **Mumbai University** 3 years
B. Com
50%
- **Mumbai University** 2 years
12th secondary
60%
- **Mumbai University** 12 years
10th primary 48%

Skills

- Sales and marketing Business development Sales management new client equisition Ms. Office Ms. Word Ms. Excel
PowerPoint Outlook

Achievements & Awards

- Winner of Inter College Carom Championship organized by K.V.PENDHARKAR College Winner of Inter College Essay Competition organized by MUMBAI University Elected as a team leader and school representative for Science Exhibition at schoollevel.

Activities

- Secured 1st position at college level event for carom Board. Played Cricket for School and College and won many Awards. Participated in high budget college fest as an event manager. Secured 1st position at schoollevel events like quiz competition, group song, essay writing. PERSONAL DETAILS

ENGLISH: Speak, Read and Write. HINDI: Speak, Read and Write. MARATHI: Speak, Read and Write. MAITHILI: Speak, Read and write. GERMAN: Beginner

Additional Information

Personal details

Name : Roshan Jha
Fathers name : Ashok Jha
Sex : Male.
Marital Status : Married.
DATE OF BIRTH : 22/03/1985
Strengths : Optimistic, Flexible, Hardworking, Patience.
Hobbies : Playing Cricket, Football, Surfing Net and listening to music, Tennis.
Ethnicity : Indian.