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Amit P.Jangid

Career Summary

Results focused and dedicated professional with enormous experience of over 14 years in Sales & IT, Franchise Management, and Distribution in IT & Telecom Business development.

-Strong leader and team player, excellent motivation skills to build and sustain forward growth momentum while motivating peak performance from team members.

-Expertise in enhancing brand visibility and promotions, managing all phases of sales development cycles from launching of new products to driving business volumes.

PROFESSIONAL EXPERIENCE

Management

- Strong decision making abilities
- Able to quickly compile a detailed knowledge of the company's products and services
- Strong time management and organizational skills.
- An in-depth understanding of budgetary and fiscal responsibility
- Experience of managing both internal and external marketing teams.

Sales and Marketing

- Able to effectively communicate the benefits and value of a company's products or services to partners and potential customers.
- Experience of professional presentations to customers either individually or in groups.
- A track record of selling high order value projects.
- Experience of business development through cold calling and client meetings.
- Strong telephone and business communication skills
- Having the ability to think creatively, strategically and analytically

Career Path

Operation Manager Basant Group	Dec 19 to Till
Sales Operations Head Dhanraj Finservice (Finance Company)	Jun 15 to Nov 19
Assistant Area Manager for Retail (DST&DSA) Postpaid Business Tata DoCoMo Mumbai	Jan 14 to Feb15
Area Manager for Retail (DSA & DST) Postpaid Business Sistema Shyam Tele-Services Ltd (MTS)India Mumbai	May 12 to Feb14
Territory Sales Manager– GSM (2G & 3G – Prepaid) W 2 Mumbai. Reliance Communications Limited	Feb 10 –May12
Corporate Support Team Lead CMS Info Systems Private Ltd , Mumbai	Dec 06 – Feb 10

Basant Group Herbal Medicine (Rajasthan)

- Managing a team of 20 Sales Executives
- Managing a 18 Distributors
- **Strategic Sales Planning:** Develop and execute a comprehensive sales strategy across India, ensuring alignment with the company's objectives. Company own Retail Shop (COCO, FOFO, FICO) Client
- Preparing New Product Designs & Launching New products through Digital Marketing and Otherwise
- **Client Relationship Management:** Foster strong relationships with key clients and stakeholders, ensuring customer satisfaction and long-term partnerships.
- **Team Leadership and Management:** Oversee state-wise branch managers, ensuring effective management and achievement of sales targets.
- **Performance Tracking:** Implement robust reporting mechanisms to track sales performance across regions.
- **Relationship Management:** Foster strong relationships with key clients and stakeholders, ensuring customer satisfaction and long-term partnerships.
- **Budget Management:** Manage the sales budget effectively, ensuring optimal resource allocation and cost control. Inventory Management Stock In - Out & Physically Inventory(FIFO, FEFO First Expire First Out)
- **Market Analysis and Insights:** Regularly analyses market trends to adapt strategies and identify new opportunities.
- **Technology Utilization:** Leverage technology for efficient sales management, including CRM tools, data analytics, and digital marketing strategies.
- **Training and Development:** Provide ongoing training and guidance to the sales team, enhancing their skills and product knowledge.
- **Incentive Programs:** Design and implement incentive programs to motivate and reward high-performing sales personnel.
- **Budget Management:** Manage the sales budget effectively, ensuring optimal resource allocation and cost control.
- **Collaboration and Communication:** Work closely with other departments (such as marketing, product development, and finance) to ensure a cohesive approach
- Arrange appointments with doctors, pharmacists and hospital medical teams, which may include pre-arranged appointments or regular 'cold' calling
- Make presentations to doctors, practice staff and nurses in, hospital doctors and pharmacists in the retail sector
- Proven track record in sales strategy and team management.
- Strong understanding of the Indian market and regional dynamics.
- Excellent communication, negotiation, and interpersonal skills.
- Strong analytical and problem-solving abilities.
- Ability to lead and inspire a team
- Meet and, if possible, exceed sales targets, regularly monitoring your business plans to make sure you achieve this
- Plan work schedules and weekly and monthly timetables with the area sales team or discuss future targets with the area sales manager
- Regularly attend company meetings, technical data presentations and briefings
- Keep up to date with the latest clinical data supplied by the company,

Dhanraj Finserve (Finance Company)

- Achievement of business plan targets in terms of volume growth, product mix and market share.
- Responsibility for Dealer network management & expansion.
- Managing Sales Profitability and target accomplishments for the assigned portfolio.
- Promotion of business & Institutional sales.
- Planning & executive sales promotion plans & activities.
- Effective cost management.
- Responsible for controlling early delinquency.
- Work with Field Sales and Business Unit Sales Strategy to lead the annual plan process providing thought leadership on growth-driver based build, summarizing gaps to BU targets, and

- recommending creative solutions towards closing the gap
- Business partner with Customer Group to develop and build strong relationships with your Customer teams, ensuring that you are fully involved in their financials
- Conducting detailed market study to analyze the latest market trends and tracking competitor activities and providing valuable inputs for fine tuning the selling strategies
- **Roles and Responsibilities:**
- Team Management.
- Business Development
- Operations Management
- Client Servicing

Tata DoCoMo:

- Worked with Tata DoCoMo products through their Retail Distribution Channel of Direct Sales Associates (DSA)
- Managing a team of 15 (DST) Sales Executives.
- Holding weekly meetings and setting sales targets for individual reps and the whole team.
- Organizing and operating incentive schemes to keep sales people motivated.
- Involved in the recruitment and training process of new staff.
- Allocating territories for sales staff.
- Maximizing sales opportunities.
- Involved in the development of marketing strategies for the company.
- Spending time in the field liaising with major customers on technical points of contact.

Services:

- 1) Cloud
- 2) Business Applications
- 3) Connectivity
- 4) Internet of Things (MtoM SIM)
- 5) Broadband
- 6) Marketing Solutions
- 7) Mobility (COCP SIM)
- 8) Security
- 9) Voice & Collaboration

Connectivity:

- 1) Cloud Connect
- 2) Internet Leased Line
- 3) TATA Connect
- 4) MPLS-VPN
- 6) SD-WAN

Quick Links

- 1) Toll-Free Service

Sistema Shyam Tele Services Ltd (MTS):

- Worked with **Sistema Shyam Tele Services Ltd (MTS Brand)**, one of the leading CDMA voice and data networks Company in India.
- In-charge of Four (4) Postpaid DSAs with 12 SE staff as well as 3 regional sales TL in Udaipur Zone (Rajasthan)
- Holding weekly meetings and setting sales targets for individual reps and the whole team.
- Organizing and operating incentive schemes to keep sales people motivated.
- Involved in the recruitment and training process of new staff.
- Allocating territories for sales staff.
- Maximizing sales opportunities.
- Involved in the development of marketing strategies for the company.
- Spending time in the field liaising with major customers on technical points of contact.

Job Objectives :

- 1) Postpaid Data Card
- 2) Smart-Phones
- 3) Wi-Fi
- 4) Postpaid SIM Card
- 5) MTS CDMA Walky

Reliance Communications Ltd:

- Worked with Reliance Communications Limited (R.COM), one of the leading Telecom entities in India.
- Worked as a Territory Sales Manager (TSM)
- Managing a Team of 04 Distributors, 20 Sales Assistants in the territory of Western part of Mumbai (Borivali - Virar).
- Independent In-Charge for the assigned territory.
- Responsible for the turnover of respective territory & Ensuring targets are meeting on following criteria:-
- Managing a large team and ensuring retail placement and maximizing sales of RCOM products.
- Development of distribution channels & sales force to further penetrate the markets and thereby reaching the retail outlets more effectively.
- Training to the Sales Staff & Man Management.

- To ensure implementation of company policies by the retailers and distributors.

CMS Info Systems Pvt Ltd:

- Worked as a Team Leader in Network & Hardware Department, responsible for attending troubleshooting call manager.
- To manage sites of the Corporate clients like **Mckinsey & Co, ICICI Bank, Taj Group of Hotels, HSBC Bank, Essar Group, and Ernst & Young (E & Y) etc.**
- Maintaining the sites for Network solutions like Mailing Platform, Video Conference, Black Berry & Mobile Communications, and Anti-Virus & Other Software Applications.
- Initial screening & feasibility reporting of any potential clients.
- Generation of leads for new clients & hence revenue sourcing for CMS.
- Black Berry Solution Department.

Education

Bachelor of Commerce (B.Com)	2010
Madurai Kamaraj University	
Diploma in Computer Hardware & Networking.	2004
Jetking Institute of Computer Hardware & Network, Mumbai.	
RSCIT (Rajasthan State Certificate course in Information Technology)	2022

Personal Details

Date Of Birth	April 30,1985
Marital Status	Married
Languages Known	English, Hindi, Marathi, Gujarati,