

JEEWAN CHANDRA JOSHI

Mobile No - 9718815408 Email: jeewanjoshi64@gmail.com

Poised to contribute in the field of Sales & Marketing/Business Development/Customer Relationship Management with a leading growth oriented organization

A qualified professional with 15 years experience in Projects, Business Development & product promotion. Currently employed with ADVIK FAÇADE TECHNIK PVT LTD{EINS ALUMINIUM FORMWORK SUTTERING ANG VEKA UPVC DOORS AND WINDOWS} as an Area Sales Manager exposure in devising sales & marketing activities for accelerating business growth. Demonstrated abilities in cementing healthy relationship for generating business, leading towards accomplishing business and corporate goals. Possess excellent interpersonal, communication and analytical skills with demonstrated abilities in customer relationship management.

AREAS OF EXPERTISE

Sales & Marketing

- Implementing competitive selling strategies to improve the market awareness and enhance business growth.
- Reviewing and interpreting the competition (through in-depth analysis of market information).
- Launching/introducing new product as a part of diversification marketing development effort.

Business Development

- Developing new clients by comparative study of market variable such as cost etc., and providing them superior service.
- Conducting extensive market research to analyse and assess market potential, tracking competitor activities for providing valuable inputs to fine-tune selling & marketing strategies.

Customer Relationship Management

- Interfacing with customers, mapping their requirements & handling product customization.
- Providing prompt & superior customer support & building market credibility through loyalty programs.
- Developing effective relationship with significant clients to ascertain rendering of quality service and achieving customer delight for business retention/enhancement.

CAREER CONTOUR

SINCE FEB.2025 TO TILL DATE WITH ADVIK FAÇADE TECHNIK PVT LTD{EINS ALUMINIUM FORMWORK AND VEKA UPVC DOORS AND WINDOWS} DELHI – GURGAON

SIGNIFICANT CONTIBUTIONS:

- 6-7 DAILY VISITS AND MEETINGS WITH BUILDERS,CONTRUCTION COMPANIES,ETC.
- MAKING DAILY VISIT REPOTS AS INSTRUCTED BY RSM
- DIRECTLY REPORTING TO RSM
- MANAGE CLIENT BASE THROUGH REGULAR FOLLOW UPS,
- TAKE RESPONSIBILITY FOR MAKING WEEKLY ,QUARTERLY AND MONTHLY SALES REPORT AS WELL AS BUSINESS DATA AND CLIENT BASE,
- COLLECTING INFORMATION ABOUT COMPETITORS AND UPDATING THEIR BUSINESS STRATEGIES
- ASIST CREDIT DEPARTMENT WITH COLLECTIONS
- ACHIEVING MONTHLY TARGET/REVENUE

**Since March 2022 To Dec 2024 with RDC Concrete India Pvt. Ltd. Faridabad NCR
As An Assistant Manager Sales**

SIGNIFICANT CONTRIBUTIONS:

- ✚ Develop and maintain a list of target and development customers and build strong relationships with them to meet new sales goals,
- ✚ Meet or exceed new and retention sales volume goals,
- ✚ Uncover and understand customer needs and set expectations correctly,
- ✚ Resolve customer issues fairly and in a timely manner,
- ✚ Assist credit department with collections,
- ✚ Follow, track and understand national and local economic trends and development that impact the local market,
- ✚ Involved in trade associations, Area Chambers and state and local meetings.
- ✚ Project research and review product specifications to submit to QC for verification and approval prior to bidding projects,
- ✚ Get in touch with the Architects, Builders & Contractors.

**Since September 2013 To Jan 2022 with Mac Lifestyle products Limited , New Delhi
As a Deputy Manager Sales**

Significant Contributions:

- ✚ Manage client base through excellent follow up on leads for existing and new clients,
- ✚ Working actively on the scheduled appointments with Builders, Architectures & Contractors,
- ✚ Make daily sales calls/presentations and achieve monthly renewals/targets,
- ✚ 4 to 5 client meetings in a day,
- ✚ Providing guidance to buyers for the right price under the best terms,
- ✚ Determining clients needs and financial abilities to propose solutions that suit them,
- ✚ Making a plan of action, pre-call preparation and maintaining accurate sales report (daily, weekly, and monthly) as well as relevant business data as instructed by superiors,
- ✚ Establish and maintain relationship with clients,
- ✚ Updating information about competitors and their business strategies,
- ✚ Achieve & improve market/customer penetration as per plan,
- ✚ Take responsibility for sale of weekly, monthly and quarterly reports as well as relevant business data as instructed by superiors.

**Since December 2007 to August 2013 with Mac Décor Ltd, New Delhi
As an Assistant Manager Sales**

Significant Contributions:

- ✚ Working actively on the scheduled appointments with Builders, Architectures & contractors,
- ✚ Make daily sales calls/presentations and achieve monthly renewals/targets with the help of team,
- ✚ Manage client base through excellent follow up on leads for existing and new clients,
- ✚ Preparing action plans and schedule to identify target market gathering data on the same,
- ✚ Establish and maintain relationship with clients,
- ✚ Providing guidance to buyers for the right price under the best terms,
- ✚ Determining clients needs and financial abilities to propose solutions that suit them,
- ✚ Making a plan of action, pre-call preparation and maintaining accurate sales reports (daily, weekly, and monthly),
- ✚ Create and be accountable for all client proposals, contracts and any further documentation,
- ✚ Updating information about competitors and their business strategies,
- ✚ To ensure that all debit/credits are passed on properly in the system on time,
- ✚ Achieving the desired monthly Sales target and ensuring complete Credit Control and Outstanding as per the requirement of the annual Budget.

Since January 2002 to October 2007 with Godrej New Delhi
As Sales Officer

Significant Contributions:

- + Build and maintain strong customer relationships with decision makers and those who influence their decision as who supplies their architectural product,
- + Develop and maintain a list of target and development customers and build strong relationships with them to meet new sales goals,
- + Meet or exceed new and retention sales volume goals,
- + Uncover and understand customer needs and set expectations correctly,
- + Resolve customer issues fairly and in a timely manner,
- + Assist credit department with collections,
- + Follow, track and understand national and local economic trends and development that impact the local market,
- + Involved in trade associations, Area Chambers and state and local meetings.
- + Project research and review product specifications to submit to QC for verification and approval prior to bidding projects,
- + Get in touch with the Architects, Builders & Contractors.

TRAINING PROGRAMME ATTENDED

- 1) Sales Skills And Effectiveness Workshop – in April 2000 (Godrej & Boyce Mfg. Co. Ltd.)
- 2) Personality Development And Business strategies – in Jan 2007 (Mac International).

SCHOLASTICS

- + Executive **MBA** in **Marketing/Sales** from National Institute Of Business Management (AICTE) Chennai in 2014.
- + **Graduation** from Govt. Post Graduate College Pithoragarh (Kumaon University, Nainital) in 1993.
- + **Twelfth (PCM)** from Mission Inter College Pithoragarh (UP Board Allahabad) in 1988.
- + **Tenth (Science)** from Inter Mediate College Pithoragarh(UP Board Allahabad) in 1986.

SUMMER TRAINING

Organization : Whirlpool Of India LTD.
Project : A Comprehensive study on Consumer Durables in Delhi Region
Duration : 2 Months
Description : Resolving customer problems, taking feedback about product and services.
Generating sales, launching new services.
Marketing new products through canopy, banners, hoardings etc.

IT SKILLS

Well versed with MS Office Package and Internet.

PERSONAL VITAE

NAME. : JEEWAN CHANDRA JOSHI
Father’s Name : Late Shri M C Joshi
PRESENT Address : D2/13, Gali No-5, Mahavir
Enclave Palam New Delhi
Languages Known : English and Hindi
PERMANENT ADDRESS : VILL – URG , PO - JAJAR DEOL
DIST – PITHORAGARH
UTTARAKHAND
HOBBIES. : PLAYING, YOGA, INTERECTING
WITH PEOPLE

DATE :
PLACE :
(JEEWAN CHANDRA JOSHI)