

Ajay Joshi

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Professional Profile

- An experienced professional with over 7 years of cross-functional experience in sales, marketing and business development
 - Presently working with Sanghi Brothers Pvt. Ltd.(Sanghi Metal) in Dewas as a Assistant Manager (Sales & Marketing)
 - Worked with Amitex Agro Product Pvt. Ltd. as a Marketing Executive
 - Worked with Vippy Soya Industries in Dewas as a Sales Executive.
 - Worked with Arihant Builders Developers & Investors Private Limited in Indore as a Sales Manager
 - Responsible for New business development by identifying new customers
 - Generating sales by Increasing and retaining customers
 - Target Achievement by planning and implementing strategies with senior colleagues
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Current Profile

- To check the all day planning received from different departments for billing execution of the order
 - To collect and maintain the customer data for timely payments and half yearly audits
 - Maintaining ISO documentation and generating reports for ISO audit
 - To collect and collate feedback from customers on mails for ISO audits
 - To handle sales of Copper Products in specified customer accounts
 - Searching New Customers and Lead Generation on daily basis.
 - Managing entry of sale contract and ensure delivery by coordinating with logistic department
 - To check financial credit limits, on time payment and generate daily reports of the accounts
 - Taking the follow up for payment and doing the collection and generate daily report of Collection
 - Team Handling ,Taking daily reports regarding Sales, Visit, Daily Collection
 - Handling the Export Sale,Search New Buyers,Planning of dispatch material ,Export Shipment ,Payment collection Process of Export.
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Areas of Expertise

Sales and territory Management:

- Handled the sales in real estate company
- Handled Channel Partners for Sales and data management
- Generating various kinds of reports on daily basis & maintaining database of all clients.
- Exposure to sales forecasting, planning, implementation and monitoring.
- Accountable for developing, planning and implementing sales strategies
- Identifying client requirements and placement of products to clients accordingly.

Customer/ Relationship Management:

- Building long lasting customer loyalty by efficient customer relationship management and by ensuring that the customers requirements are fulfilled.
- Expanding the customer base of the company by building relationships with the clients.
- Effective adressal of all customer complaints by providing solutions

Organisational Experience

Sanghi Metals (A Division of Sanghi Brothers Pvt.Ltd.) Dewas Assistant Manager (Sales & Marketing)	(Aug 2018 to till date)
Amitex Agro Product Pvt.Ltd. Indore Marketing Executive	(Jan 2017 to July 2018)
Vippy IndustriesLtd Dewas Sales Executive	(Oct2015–Dec2017)
Arihant BuildersDevelopers&InvestorsPrivate Limited Sales Manager	(June2009–April2012)

Education & Certification

- Master of Buisness Administration from Oriental University, Indore with an aggregate of 7.69CGPA
 - Bachelor of Commerce from Bhoj University, Bhopal with an aggregate of 60 %
 - One year diploma in computer Application (DCA)
 - 12th (Maths) from School for Excellence, Dewas with 63 %
 - 10th from School for Excellence, Dewas with 68 %
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Other Information

- Member of cricket team of Vippy Soya Industries
 - Participated in JIO Indore Marathon held in Indore
 - Work for NGO Lokraksh
 - Member of Cricket Team & Badminton Team of Sanghi Metals
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Personal Profile

Date of Birth : 24 July 1991
Marital Status : Unmarried
CurrentAddress : 451, EWS Mukharji Nagar, Dewas 455001
Permanent Address : 451, EWS Mukharji Nagar, Dewas 455001
Languages Known : English and Hindi