

## Deo Nath Jha

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Lotus Park Society, R-004, UpperGroundFloor, MainDadari Road, Surajpur  
NearPoliceChowki, GB Nagar, GreaterNoida (UP) – 201306, Cell – 9953050002 & 9250977101  
email: [deonath.marpol@gmail.com](mailto:deonath.marpol@gmail.com), [dn\\_jha35@yahoo.com](mailto:dn_jha35@yahoo.com)

### **Professional Summary**

As a committed professional, I want to achieve excellence in Marketing and Business Development that would bring value for my employer.

I possess years' experience in the field of Sales & Marketing in Paint manufacturing, Coating Industries. My competencies are strong customer relationship management, interpersonal skills, analytical skills, communication and professionalism that helps me to understand the company's organisational goals and objectives and work towards its achievement.

### **Career Summary**

**Present Job:** at Marpol Private Limited, New Delhi as **“Asst. Sales Manager”**

Marpol is a manufacturer and supplier of powder coating materials for industries such as Automotive, Original Equipment (OE) customers, Silent Generator sets, appliances, furniture etc.

**At present working at** North Region, since 2008 May till date and looking all distributor networking in Delhi NCR, Rajasthan, Uttrakhand & Bhopal territory, We have also handled direct customer in these areas, We had also handled technical post in Marpol due to non-available technical team after request of management....

**Coating & Chemicals** – ( Distributor of Asian Paints ) Worked with this OEM distributor from 1995 to 2004.. As Sales officer

### **Achievements:**

- Handled Sales of North Region ( **Delhi NCR, Rajasthan, Uttrakhand, MP & West Bengal** ) independently..
- Increased Sales & Collections growth per annum according to desired Target of Management...
- Resolved customer Sales, Technical & commercial issues to retain the lost customers.
- Coordinated Sales of Channel Partners & Direct OEM of North Regions.
- Coordinated Sales of Approved Source like – Fan Industries, TATA, Philips Vendors & M&M Vendors etc.

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### **Process Improvement:**

- Establishing effective process of Enquiry management - monitoring **Business Develop Plan** – achieving high conversion rates of enquiries to Sales.
- Establishment of Product Developed at Customer..
- Technically resolve all issue with customer related to powder coatings..
- Set machine parameters according to powder baking schedule..

### **Responsibilities:**

- Handling new fresh enquiries and convert them to sales.
- Channel Partners Management – handling fresh enquiries, material requirements, planning for their projected sales, Sales Performance review.
- Preparation of Monthly Forecast for Production planning.
- Monitoring Daily orders and plan for fulfilment of pending orders.
- Credit Control

### **Key Responsibilities:**

- Technical and commercial support to Customers / Dealers.
- Managing customer complaints, queries and resolution of customer complaints to the logical end.
- Price Quotations based on the enquiries received from Sales and Marketing after meticulously studying the manufacturing cost.
- Understanding Customer's requirements and suggesting him the best suitable product based on their enquiries.
- Planning and executing sales promotional activities for the company's products.

### **Experience:**

**Total Experience: 15 Years 5 Months**

- 5 years experience in *Gurgaon, Manessar and Faridabad, Areas.*
- 3 years experience in *Roorkee & Haridwar, .*
- 3 years experience in *Rajasthan territory ( Jaipur, Jodhpur & Udaipur)*
- 4 Years experience in *Bhopal territory..*
- 2 Years experience in *Jamshedpur & Kolkata,*

### **Academic Qualification :**

- 10<sup>th</sup> ( Matric ) 1990
- 12<sup>th</sup> ( Intermediate ) 1992
- BA ( Hons ) 2005

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### **Personal Information :**

- Fathers Name : Shri Sita Ram Jha
- Date of Birth : 02.06.1975
- Marital Status : Married
- Language : English & Hindi
- Salary : Negotiable

Thanking you,

Your'sTruly,

**Deo Nath Jha**

Place : New Delhi

Date : 01.09.2019