

# Gautam Jha

Technical Sales Professional | Age: 26 Years

A seasoned, diligent and conscientious chemist having 2.5 Years of valuable experience in the Techno-sales field of paint, inspection, procurement & 2+ years as a researcher in technology vertical in India's one of the largest building material company.

Seeking to serve an organization which offers scope for self-improvement and enhancement of knowledge to strive for the betterment of the organization which provides me opportunities to reach and exhibit best of my abilities to grow with the job.



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📍 Mumbai, Maharashtra

## WORK EXPERIENCE

### Research Executive | Research & Technology Asian Paints Limited

*The Company is engaged in the business of manufacturing, selling & distribution of paints, coatings, products related to home décor.*

12/2021 – Present

Turbhe, Navi Mumbai

Management of high-performance exterior coatings product development, characterization and formulation of various paints.

Carrying out cost reduction through formulation efficiency by value engineering and by using cost effective raw materials.

Evaluation of new-house emulsion as per internal stake holder requirement. Evaluation of competitor products, identify the gaps and develop demonstration tools.

Support SCM & JVC Initiatives by proposing possible modifications in case of deviations observed.

### Project Sales Technologist | Sales & Marketing Asian Paints Limited

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07/2019 – 12/2021

Ahmedabad, Gujarat

Developing and execution a module for unit level sampling activity for texture and other new waterproofing products. Ensuring new product samplings every month to better seed these products in the market.

Ensuring Key Account sites compliance & adherence to the process with timelines, quality of assessment/supervision at the site, quality of customer interaction.

Evaluation of Competition Products, Identify the gaps and development demonstration tools, wherever required.

Ensuring sampling painters training twice a year, ensuring they are up-to date with proper painting process with respect to new product launches and are doing quality sampling, random audit to be done.

Developing a set of presentations to be used for training of contractors, painters, site supervisors and engineers. Sites >10 lac needs to be pitched Waterproofing range.

## PROJECTS/ACHIEVEMENTS

Developed an “**Ultra-Durable engineered with pure acrylic latex based on nanotechnology**” exterior top-coat having rich-sheen and balance of **hydrophobicity & hydrophilicity** to repel water and dust thus providing a fresh look after every monsoon.

Jointly developed a low-cost higher styrene based premium exterior top-coat with resin (emulsion) team without impacting its **Dirt Pick-Up Resistance** property.

Development of newly introduced a **Yellow Base** in highly durable luxury exterior topcoat based on **pure acrylics latex based and core shell modified silicone** which add & provides a vast range of premium shades to enhancing and beautifies any hood for a longer period of time.

## KEY WORK HIGHLIGHTS

Achieved **87%** timely closure of complaints (Customer Level Closure within 10 days) and attained a **33%** of **NPS Scorecard**.

Arranged **17-20** On-site demonstrations of mechanized tools like **Graco-490, Grace 230 DI, Graco GX-19 & Pressure Washer P-03**.

Resolved **22 out of 50 complaint site visits** with No Compensation, including Key Account Sites like **Goyal Builders**, employing root cause analysis.

Addressed **31** cases of shade variation complaints at resp. warehouses, conducting **16 shade matching sessions** with competitors and developing new shade recipes.

Sampled premium range exterior textures on **35-40** builder segment sites and paint sampling sites including **Pradhan Mantri Awaas Yojana & Gujarat Police Housing**. Successful conversions of Premium Textures at **IIT Gandhinagar, ITC Hotels & Ahmedabad One Mall**.

Conducted product briefing sessions for **Indian Air Force's SWAC HQ, Gandhinagar**.

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## EDUCATION

### **Masters of Science (Organic Chemistry)**

University of Mumbai, K.M Agrawal College.

2019 7.42 CGPA

*Isolation of Caffeine from different Tea & Coffee Samples.*

### **Bachelors of Science (Chemistry)**

University of Mumbai, Birla College of Arts, Science & Commerce.

2017 73.12 %

*Dyeing of Cloth.*

### **Higher Secondary Certificate Education (HSC)**

Maharashtra State Board, S.D.T Kalani College.

2014 55.69 %

*Physics, Chemistry, Mathematics, Biology*

### **Secondary School Certificate (SSC)**

Maharashtra State Board, S.P.P New Era High School & Junior College.

2012 77.09 %

## LANGUAGES

English and Hindi

Marathi and Maithili

## TECHNICAL SKILLS

- MS Office Proficiency
- Color Spectrophotometer
- Dealer Tinting System (DTS) Operations
- QUV Accelerated Weathering Tester
- Stormer Viscometer
- Universal Testing Machine (CBA & Tensile Strength)

## PROFESSIONAL SKILLS

- Complaint Handlings
- Painting Quality Assurance
- Team Activities
- Use Design Development Tools
- Peer Interactions
- Painting Inspections/Audits
- Shade Development/Matching
- Validation of New Products

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## INTERESTS



Travelling



Music



Reading Activities



Outdoor

### **Declaration:**

I solemnly declared that all the documents furnished in this free of errors to the best of my knowledge and I take full responsibility for the accuracy of the particulars mentioned.

Place: Dombivli, Thane, Maharashtra.

Date:

(Gautam V. Jha)

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