

Pavan Jar
BDM (Commercial Projects)

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91-77096 07740

OBJECTIVE:

Full-time position in an established organization.

Enabling me to prove my knowledge and skills of the Marketing and management fields.

To contribute something material and productive output.

Maintaining healthy and happy Environment.

WORK HISTORY:

[B.D.M. | Alfa Facades System Pvt. Ltd., Pune](#) (08/2018 – till date)

- Generating Inquiries- Related products like Facades & windows and contribute towards the development of business.
- Understanding the requirement of customer (Builder, Contractor, Project Management Consultant, Architects) and making visits.
- Providing quotation with the help of Estimation team and follow-up with client and attend the negotiation meeting to crack the deal, subsequently understanding the PO and registering the same with Technical clarification internally.
- Market research and plan own sales strategies and forecasting the sales by keeping in mind the market competitiveness. Keep updated management with the database and suggest any change for the betterment.
- Attend Pre bid meet and submit pre-qualification forms
- Follow-up with customer for payment and assist them after sales services, if any.
- Preparing the commercial and technical Bid and Bidding Government Tenders.
- Attending customers visiting factory.

[Territory Manager | SCOOP Energy Pvt. Ltd., Pune](#) (08/2017 – 08/2018)

- Follow-up with client & negotiating to crack the deal
- Understanding the PO and registering the same with Technical clarification, internally.
- Order Monitoring
- Market Research and Market Competitive analysis
- Sales Forecasting, Sales Planning & Implementing Promotion Strategies/activities
- Handling entire Outdoor marketing
- Business Development
- Maintaining database of company for marketing.

Sr. Business Support Manager & Costing Officer | FENESTA uPVC windows & Door

(06/2012 – 08/2017)

- Meeting with Architects/Builders
- Follow-up with client & negotiating to crack the deal
- Understanding the PO and registering the same with Technical clarification, internally.
- Order Monitoring
- Market Research and Market Competitive analysis
- Sales Forecasting, Sales Planning & Implementing Promotion Strategies/activities
- Handling entire Outdoor marketing
- Business Development
- Maintaining database of company for marketing.

B.D.M | BICARD- Bureau of industrial Consultancy and research division

(07/2011- 04/2012)

- Business Development
- Sales Operation
- Client Co-ordination
- Workshops & Seminar management
- Institutional sales
- Accounts
- Channel management.
- Brand management
- Promotional activities

B.D.E| Company: KarROX Technologies Ltd (July 7, 2010 to June 30, 2011)

- Business Development
- Brand Management
- Handled entire Outdoor marketing
- Handled promotional activities like Seminars, Exhibitions, and Workshop etc.
- Used to Visit Corporate offices i.e. Govt. office, private and Defense.
- Contract for conducting classes for their staffs setting up of locations for the banners, hoardings, wall painting etc.

EDUCATION:

- PGDBM (Marketing) (2 years):
College: University of Pune, Maharashtra
Rank: 2nd Division; Year of passing: 2010
- Graduation (B.COM)
Institute: R.D.V.V. University Jabalpur, MP (India)
Rank: 2nd Division; Year of passing: 2007
- Schooling: 12th Class (Commerce)
Board: M.P. Board Bhopal, MP (India)
Rank: 1st Division; Year of passing: 2004

COMMUNICATION:

- Hindi (Expert)
- English (Intermediate)

INTERESTS AND HOBBIES:

- Playing Piano and Guitar
- Travelling
- Content Surfing on internet
- I like to travel. I love to be with nature as much as I can

PERSONAL INFORMATION:

- Date of Birth : 2nd May -1986.
- Permanent Address : Aadarsh Colony, Gali No 3, Katni
Madhya Pradesh; India