

RESUME

A-242, Jahangir Puri, Delhi – 110033 (INDIA)

Phone: 9810052732.

Email: gosain.sanjay@gmail.com

SANJAY GOSAIN

Objective Always ready to serve my best with full dedication, loyalty and hard work.



Professional Highlights

Commercial

- Bidding, Offer preparation and price negotiation etc.
- Cold calling and customer visits
- Invoicing and payment follow ups

Marketing

- Generate new product launch awareness to customers
- Product video and working demonstration
- Generate Leads from existing and new customers
- Quality follow up
- Customer follow up

Purchase

- Vendor generation and vendor awareness regarding product, vendor / manufacturer factory visit
- Product estimating / budging for pricing
- Order follow ups and timely execution

Logistics

- Packing guidance for proper and safe transit of goods at customer end
- Logistics arrangement / estimating for consignment
- Tpt. Followups and timely delivery

Skills

- Commercial
- Purchase
- Marketing
- Logistics
- Admin
- Pre and Post sale Customer Support
- AMC contracts

Employment History

| | | |
|----------------------------|---|-----------|
| Marketing Manager | Commercial Equipments c/o AIMIL LTD (www.aimil.com) | 1998-2005 |
| Commercial cum Mkt Manager | Commercial Equipments, c/o AIMIL LTD. (www.aimil.com) | 2005-2020 |

Current CTC Rupees 7,00,000/- (Annually)

Current Employer

COMMERCIAL EQUIPMENTS authorized distributor for AIMIL LTD. (www.aimil.com)
Since 1984, E-19, Flatted Factory Complex, Rani Jhansi Road, Jhandewalan,
New Delhi – 55

Annual Turnover 4 to 5 Crore
Staff Strength 8 Persons

Company Deals in Laboratory Material Testing Equipment i.e. Soil, Cement, Concrete, Rock, Bitumen, Paint, etc. since 1984. Having good customer profile relating to Cement, Civil Construction, Oil, and other major industries and industrial groups.

| | | | |
|------------------|-----------------------|---------------------------------------|------|
| Education | 12 TH | Delhi CBSE Board | 1995 |
| | BA (Bachelor of Arts) | Delhi University-Regular | 1998 |
| | MA (Master of Arts) | Himachal University-Distance Learning | 2000 |

**Professional
Education**

PGADCS (Post Graduate Advance Diploma in Computer Science – ISCT Delhi) 1998-2000

PGDMM (Post Graduate Diploma in Marketing Management) Annamalai University 2004

MBA (Master of Business Administration) Guru Jambheshwar University of Science & Technology – Hissar - Distance Learning 2008

Digital Marketing Professional Program 3 months duration – Manipal University - 2016

Personal

Marital Status : Married
Family: Father retired, Mother housewife, Wife Housewife, 2 Kids (Sons)



SANJAY GOSAIN
DOB 1st December 1977