

Jay Prakash

Business Development

Contact

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profile

Business Development with 3+ years of experience preparing flawless presentations, sales, Business development, reports, and maintaining the utmost confidentiality.

Looking to leverage my knowledge and experience into a role as Business Development.

professional experience

(Apr 2019 – Jul 2021)

Assistant Sales Manager

Eureka Forbes Ltd. – Kanpur, IND

- Regular meeting with all the Team Leads and AMs to keep attrition in range.
- Meeting with all the associates at least once in a month to understand their issues/challenges.
- Advance leave planning for all the levels to avoid un-necessary shrinkage.
- Hiring new resources in case of attrition and ramp up.
- Optimum cross training in all the programs for maximum utilization of the resources.
- Overtime (OT) analysis with leads on regular intervals to stop unnecessary OTs.
- Cross selling.
- Setting and reviewing budgets and managing cost.
- Review and sign off on requirements, process flows, gaps, and design documents.
- Planning and controlling change.
- Managing quality assurance programmes.

Education

(May 2015)

Bachelor Of Science,

C S JM UNIVERSITY

– Kanpur, IND

key skills

Microsoft Office



Hindi and English



Fast Learner

Typing speed of 50 WPM



Problem solving



Team leadership

Awards

(Jan 2020)

AWARD TITLE / Brand

(Jul 2021 – Continue*)

DSR (Tools & Paints) (Offroll)

Asian Paints Ltd. – Kanpur, IND

- Manage all the Up East & Central Area for Tools Division.
- Manage all the paints ,Scan Code & Points Related Problems
- Lock Complain for tools as per need by contractors
- Dealer Visit to sale & Demonstrate all Asian paints tools.
- Meet with Project & Retail Contractor to Close as per their requirements.
- Solve the paints & tools related queries
- Cross selling.
- Opened, sorted, and distributed incoming messages and correspondence