

JITENDRA KUMAR JHA

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SUMMARY

Working with Sri Sri Ayurveda as zonal Head northern India

Proficiency in sales and marketing for fmcg product's.

Expert's in- zonal incharge.coverages planing and management.plans • Production Planning & management • Dispatch management • Payment follow up • Setting up target for the sales & achievement plans • Sales and stock Control management • Team management • PAN India & South Asia Market

❖ Working with **PREM HENNA HERBALS PVT LTD** as a **PROFIT CENTRE HEAD NORTH INDIA** for Sales & Marketing.

❖ Proficiency in Sales and Marketing for FMCG products.

Expertise in – Profit head center • Coverage Planning & management • Production Planning & management • Dispatch management • Payment follow up • Setting up target for the sales & achievement plans • Sales and stock Control management • Team management • PAN India & South Asia Market

PROFESSIONAL EXPERIENCE

PREM HENNA HERBALS PVT LTS – PROFIT CENTRE HEAD NORTH INDIA

Dec 2013

– Present

- Directly responsible for company revenue
- Develop plans and strategies for developing business and achieving the company's sales goals
- Manage the use of budgets
- Manage the sales teams, operations and resources to deliver profitable growth
- Define and oversee incentive programs that motivate the sales team to achieve their sales targets
- Define and coordinate sales training programs that enable staff to achieve their potential and support company sales objectives
- Exceed customer expectations and contribute to a high level of customer satisfaction
- Hire and develop sales staff
- Providing detailed and accurate sales forecasting
- Put in place infrastructure and systems to support the success of the sales function
- Compile information and data related to customer and prospect interactions
- Monitor customer, market and competitor activity and provide feedback to company leadership team and other company functions
- Work closely with the marketing function to establish successful channel and partner programs
- Manage key customer relationships and participate in closing strategic opportunities
- Travel for in-person meetings with customers and partners and to develop key relationships

Shakti Bhog

Nov 2009 – Nov 2013

General Manager – Sales & Marketing

- Network and team development
- Sales network and Team management
- Order and payment dispatch planning and management
- Target, expense ratio analysis
- Compiling the report for fact, sales and marketing report for CMD
- Work closely with the marketing function to establish successful channel and partner programs
- Manage key customer relationships and participate in closing strategic opportunities
- Travel for in-person meetings with customers and partners and to develop key relationships
- Define and coordinate sales training programs that enable staff to achieve their potential and support company sales objectives
- Hire and develop sales staff
- Providing detailed and accurate sales forecasting

**AFP MANUFACTURING
VP SALES**

2006 - 2009

- Network and team development

- Sales network and Team management
- Order and payment dispatch planning and management
- Target, expense ratio analysis
- Compiling the report for fact, sales and marketing report for CMD
- Work closely with the marketing function to establish successful channel and partner programs
- Manage key customer relationships and participate in closing strategic opportunities
- Travel for in-person meetings with customers and partners and to develop key relationships
- Define and coordinate sales training programs that enable staff to achieve their potential and support company sales objectives
- Hire and develop sales staff
- Providing detailed and accurate sales forecasting

SURYA FOODS PVT LTD (PRIYAGOLD BISCUITS)
General Manager – Sales & Marketing

2004-2006

- Directly responsible for company revenue
- Develop plans and strategies for developing business and achieving the company's sales goals
- Manage the use of budgets
- Work closely with the marketing function to establish successful channel and partner programs
- Manage key customer relationships and participate in closing strategic opportunities
- Travel for in-person meetings with customers and partners and to develop key relationships
- Hire and develop sales staff
- Providing detailed and accurate sales forecasting

GEE PEE FOODS INDIA PVT LTD
Regional sales manager – North India

2003-2004

- Network and team development
- Sales network and Team management
- Order and payment dispatch planning and management
- Target, expense ratio analysis
- Hire and develop sales staff
- Providing detailed and accurate sales forecasting

ONJUS
Regional sales manager – North India

2000-2003

BISLERI FRANCHISEE IN ASIAN HEALTHLAK PVT LTD
Regional sales manager – North India

1998-2000

CIPLA PERSONAL CARE DIVISIONS
Area sales manager – North India

1995-1998

MCPL
Area sales manager – North India

1989-1995

EDUCATIONAL CREDENTIALS:-

B.SC in Biology – Bihar University – 45%
ISC in Science – BE board – 65%

Date of Birth: 30th OCT 1967