

JAS DHAMI

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PROFESSIONAL SUMMARY

Sales professional with 15+ years of experience in the areas of business and sales channel development for multi-million-dollar, global organizations. Passionate, results-driven leader with a deep technical understanding and strong ability to identify, cultivate, and maintain strategic relationships with stakeholders and clients to achieve company-wide goals and objectives.

EXPERIENCE **Ayman Foods Pvt.Ltd ,**

Jan.2018 to Present

Position:- AGM

- ❖ Works closely with the Managing Director/General Manager to develop strong client relationships ,
- ❖ Develops and executes sales strategies which result in exceeding revenue targets in local, national, digital media and new product revenue
- ❖ Work closely with our network of distributors to maintain sales targets in their geographies and ensure closure of sales opportunities.
- ❖ Devise solutions set across teams (primarily Supply Chain, Warehousing, Finance and Marketing Communications) for effective customer service.
- ❖ Customers and dealers' relationship management

Gold Fogg Energy Drink. Punjab Himachal
Uttarakhand

Dec. 2017 – Dec. 2018

Position ; - Area Sales Manager

- ❖ Directing the development and implementation of strategies to promote an organisation's goods and services to as many people as possible

- ❖ Consumption of an organization's goods and services through the creation and reinforcement of 'brand image' or 'brand loyalty'

Dragon Energy Drink. Punjab,
Position;- Area Sales Manager

Oct. 2016 – Nov. 2017

- ❖ Order or receive supplies or equipment.

- ❖ Set up or restock product displays.

- ❖ Take customer orders and convey them to other employees for preparation.

MJ Global Infra, Mohali
Position :- Sales Manager

June .2007 to Sep. 2016

- ❖ Resolve customer complaints regarding sales and service

- ❖ Plan and direct staffing, training, and performance evaluations to develop and control sales and service programs

- ❖ Confer with potential customers regarding equipment needs and advise customers on types of equipment to purchase.

- ❖ Review operational records and reports to project sales and determine profitability.

- ❖ Advise dealers and distributors on policies and operating procedures to ensure functional effectiveness of business.

- ❖ Monitor customer preferences to determine focus of sales efforts.

Place; Hoshiarpur
Date 10/11/2021

Signature
Jas Dhani