**Deepak Janji**

 **Al Wasal Bldg**

 **Flat no: 208**

 **Al Taawun**

 **Sharjah UAE**

**Dear HR/ Manager,**

**With reference to the subject sited above, I write to state that it is with great enthusiasm that I Mr Deepak Janji submit my resume in consideration for a position as a sales executive with over a 15 years of experience in different field of sales. I am confident in my ability to become a valuable member of your esteemed organization.**

 **The enclosed resume will highlight my career achievements and showcase my dedication in sales field. I am compassionate person and I boost myself in times of need. I have self confidence and my goal is to grow fast become more substantial contributor to the company.**

 **I would enjoy the opportunity to meet with you personally in order to discuss how my diverse skill and experience will enable me to make a valuable contribution to your company. Thank you for your time and consideration.**

**With Best Regards,**

**(Deepak Janji)**

**RESUME**

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**Deepak B Janji**

**Al Wasal Bldg**

**Flat no: 208**

**Al Taawun**

**Sharjah UAE**

**PERSONAL DETAILS**

**Name** : Mr. Deepak B Janji

**Date of Birth** : 01/01/1975

**Contact No.** (Mob) +971528874067 / +971526242007/+9196*3*2975136

**E-mail**  : deepakjanji@gmail.com

**Marital Status** : Married

**Family Details** : **Wife**: Working in Dubai as a Teacher in Indian International School

**Children** : Nil

**Nationality** : Indian.

**Passport details** : Issue date: 08/01/2008

Expiry date: 07/01/2018

**Passport No** : G 6892166

**Driving License** : Valid UAE Driving License (LCV) (License No: 1977323)

 Valid Mozambique (South Africa) Driving License (LCV)

 Valid Indian Driving License (LCV)

**QUALIFICATION**

* S.S.L.C from B K Model High School, Belgaum, Karnataka, India.
* P.U.C II from Gogte College of commerce, Belgaum, Karnataka, India.
* B.Com. From Karnataka University Dharwar, India
* JOC (Computer) K L E Engineering college

Summary: Total extensive experience of 15 years in Sales & Marketing encompassing steady growth in responsibility. Skills set includes product launches. Dealers Management, Direct Sales & client servicing. Knowledge & Experience of Marketing Strategy, Product Planning extension & Market Reviews are some of the Functions undertaken.

**WORK EXPERIENCE**

 **SIGNIFICENT STRENGTHS**

**SIGNIFICENT STRENGTHS**

15 years of core experience out of which, 5 years of Direct Marketing experience with “ICICI Bank Ltd” 2 years experience in commercial loan & concept selling & 3 years in Housing loans. Construction Industry

* From May 2013 working in Golden Falcon Metal Works LLC (Dubai) as a Sr. Sales Executive.
* 1 year 2 months experience in Africom LDA (Sasseka) (Mozambique) as an Area sales manager for Vilanculos Branch.
* 3 Years experience in Tyre Industry, as a Marketing Manager.
* 2 Years experience in Tiles Industry, as an Area Manager.
* 3 Years of core experience in Automobile Spare Parts Industry in Mozambique-(South Africa) as a Regional Sales Manager.
* Through Knowledge and experience of setting up Dealer & Distributor Network, new product launch & client servicing.
* Possess good Communication, Presentation & Man Management Skills.

 **PROFESSIONAL EXPERIENCE**

**SIGNIFICENT STRENGTHS**

**GOLDEN FALCON METAL WORKS LLC (DUBAI)( Sr, Sales Executive) since May 2013 to March 2014**

* Achievement of monthly targets.
* Daily visit new contracting companies introduction our company with Procurement Dept. Project Managers etc.
* Collection of documents from Contracting companies and Project Managers.
* Submission of quotation and daily Follow ups
* Through knowledge and experience of setting up Contractors & Builders network,

 **AFRICOM LDA (SASSEKA) (FMCG) MOZAMBIQUE (Africa)**

 **Area sales manager (Vilanculos Branch) since March 2012 to 2013**

* Achievement of monthly targets and providing after sales services.
* Responsible for Appointment of Distributors for new products.
* Ensuring achievements and growth of set through planning innovative sales strategy and conducting lead generation activities.
* Co-ordination with Dealers & Wholesalers for new Products.
* Exhibit products at trade shows and attend trade shows to review competitors products.
* Possess good Communication, Presentation & Man Management skills. > Possess good Communication, Presentation & Man Management skills.
* Directly selling concepts.

**AMAFH AUTO SPARES LDA Mozambique (South Africa)(Regional Sales Manager) since March 2008 to 2011**

* Handling Dealer & Project Network for entire Maputo (Mozambique) Region.
* Responsible for Appointment of Dealers.
* Planning innovative Sales strategy, generating MIS reports reconciliation of Dealer & project A/c and collections.
* Co-ordination with Dealers & Wholesalers for new Products.
* Managing Finance Department, collection of payments.
* Importing Automobile spares from Dubai, India, China, Japan, Korea.
* Dealing with Branded companies like Toyota, BMW, Mercedes, Eicher, DCM, KIA, Suzuki, TATA,Nissan,MAN,VW,Mahindra&Mahindra. Lexus, HINO, Etc.
* Removing of containers, managing Excise Department.

**MERCURY TILES PVT LTD (Belgaum)(Area Manager)(Karnataka & Goa)**

**Since March 2006 to Feb 2008**

* Manufacturer of Vitrified, Ceramic & Porcelain Tiles
* Handling Dealer & Project Network for Entire Karnataka & Goa Region with a network of 7 executives.
* Responsible for Appointment of Distributors for new products.
* Planning innovative sales strategy, generating MIS reports & reconciliation of Distributor & Project a/c and collections.
* Co-ordination with Builders and Architects for new product.

**TYRE SOLES India Pvt Ltd. (Marketing Manager)(Karnataka & Maharashtra ) March 2003 to March 2006.**

* Analysis competitive product offerings in
* Responsible for Appointment of Dealers.
* Planning innovative sales strategy, generating MIS reports & reconciliation of Dealer & Project a/c and collections.
* Co-ordination with Dealers & Wholesalers for new products.
* Managing Finance Department, collection of payments.
* Exhibit products at trade shows and attend trade shows to review competitor products.
* Conduct product training for the sales force and dealer network.

 **ICICI Bank LTD (Sr. Executive) (Commercial Loans) March 2001 to March-2003**

* Directly selling concepts.
* Ensuring achievements and growth of set through planning innovative sales strategy and conducting lead generation activities.
* Co-ordination with business development for ensuring maximum services levels.

**ICICI Bank Ltd. (Housing Loans) (Marketing Executive) May 1998 to March 2001**

* Achievement of monthly targets and providing after sales services.
* Collection of document.
* Through knowledge and experience of setting up Contractors & Builders network, new product launch & client servicing.
* Possess good Communication, Presentation & Man Management skills.

**Linguistic Proficiency**: English, Hindi, Marathi, Kannada, Gujarati, Portuguese.