

KAMLESH JAIN

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Entrepreneur, Sales and Marketing Professional with 12+ years of diverse experience in Operations, Project management, Sales and Marketing. Managed cross functional teams, developed and implemented strategies for new business opportunities, set up business and operations for start-ups.

Areas of expertise:

- Sales and Marketing strategy for new verticals and geographies
- Operation management and Project management
- Cross cultural cross functional team management

SKILLS AND COMPETENCIES

Strategic sales	P&L ownership	Product support	Training development
Market research	Influential negotiation skills	Demand generation and supply planning	Problem solving

PROFESSIONAL EXPERIENCE

[Intello Labs \(Praman\)](#) -  Senior Manager-Business Operations (February 2022 to till date)
Manager-Business Operations (July 2021 to Jan 2022)

Sales and Auctions:

1. Onboarded 400+ onion buyers and 580+ Maize buyers & sellers across India.
2. Created and implemented online auctions and sales plan for Onions and Maize for the project, amounting to 7% growth in the GTV from the team; 10k+ tons onions and 7.5k+ tons Maize sold using online auction process (Platform).
3. Introducing and measuring KRA's for team of 10 Manager at PAN India level. Providing training to Sales and Operations team.
4. Handling escalations related to payment disputes and resolving them.
5. Introducing & implementing new sales strategies during crunch time to achieve sales target

Operations :

1. Hired 150 employees for QA and QC department within 15 days with 90% retention rate for Maharashtra, Gujarat and MP.
2. Job allocation to Field staff for quality analysis for 70+ locations on a daily basis.
3. Providing on the job training to 150+ Field staff and internal team on quality assessment of commodity.
4. Created and implemented Operations Plan for Quality Analysis, Dispatch and record keeping of 2 lakh tons of Onions for [NAFED](#), stored at Nashik, Ahmednagar and Pune in over 1069+ godown locations and 119 FPC's; reaching 93% accuracy in defects prevention on receiving material in 28+ cities in India.
5. In the 400cr+ project over 4 months, managed team of 140+ QA's, Supervisors and Managers created processes for daily reporting's, operations, tracking teams daily progress, escalations, incentives, dispatches of Trucks for the project, leading to only 97% of trucks beings dispatched and received within the given time.
6. Suggested and made changes in the existing product Intello Track (AI+ Machine Learning tool) for Quality analysis, collecting and storing of various documents for the dispatches, increasing the accuracy of the quality analysis by 10%.
7. Resolving conflicts, team building, handling escalations between field staff, government body (NAFED) and the organization.
8. P&L owner for Maharashtra (Nashik, Ahmednagar, Pune) region sales and operations.

Chiko's Namkeen, Nashik, Aug 2018-Feb 2021 – Entrepreneur

1. Market analysis regarding products and target customer.
2. Product development as per market analysis and product launching.
3. Appointed 15+ distributors in Mumbai, Nashik, Dhule, Jalgaon region after careful analysis of their existing networks, current volume of trade and inventory holding capacity etc.
4. Recruiting, training, objective setting, performance monitoring and handling a team of 30 people. (Accounts, operations, sales and marketing)
5. Conducting campaign and sales promotion activities in exhibitions and malls etc. Increase of 10% sales through strategic marketing.
6. Started with 10 lakhs targets and reached 2.5 crores in a span of 2 years.

Arya Yamaha, Bhusawal 2013-2018 - General Manager

1. Achieving 3x+ growth (300 vehicles to 1000+ vehicles) and hitting sales targets by managing the sales team.
2. Played a key role in the development of the company's strategic sales by developing a network of 13 sub-dealers in Jalgaon region.

Jain Brothers Auto Agencies, Jalgaon 2011-2013- Sales Manager

1. Appointed new sub-dealers and handled 15 dealer and sub dealerships in Jalgaon region.
2. Conducting BTL campaigns on weekends in Jalgaon region. Arranging free service camps for improving customer loyalty.
3. Boosted sales revenue of existing dealer channel by 230% (130 – 300 vehicles).

PERSONAL DETAILS

Date of Birth - 04 th August 1992
Linguistic proficiency – English, Hindi, Marathi, Marwari
Education – Bachelor of Commerce – 2013 – Gondwana University