

OBJECTIVE

CONTACT

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Pune, Maharashtra



EDUCATION

MBA in Marketing

Amrutavahini Institute of M.B.A. Sangamer (affiliated to Pune University)

B.Sc. Chemistry

Bytco Senior College, Nashik (affiliated to Pune University)

CORE COMPETENCIES

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Strategic Sales & Marketing

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Business & Operational

Excellence

Market & Competitor

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Analysis

Go-Market Strategy OEM / Key Account

00000 Management

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Contract Negotiations &

Management

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Budgeting & MIS Reporting

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New Product Management/ **Launches & Promotions**

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Customer Relationship

Management Stakeholder Management

Client Relationship &

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Team Management & Thought Leadership

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Retention

TECHNICAL SKILLS

MS - Office Suite **Internet Applications**

SANTOSH A JAMKAR

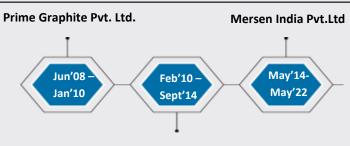
BUSINESS DEVELOPMENT | SALES & MARKETING | STRATEGIC PLANNING

Strategic & proactive professional with proficiency in formulating, developing and implementing business plans & strategies to ensure attainment of revenue goals; spearheading all aspects of Strategic Sales & Marketing, Product Management, Contract Management, Business Expansion & Client Success; targeting to express potential in challenging assignments with an esteemed organization

PROFILE SUMMARY

- Result-driven professional with an extensive international experience of 14 years proficiency in driving sales across Graphite / Carbon & Carbon Fiber Composites sectors
- Notable success in building strategic alliances to open an opportunity for accessing new markets through appointment of new networks, new client acquisitions, new business opportunities, prospective leads, reviving the existing clients, providing macro & micro level insights & so on; expertise in harvesting untapped business opportunities; resulting in deeper market penetration & improved market share
- Proven success in repeatedly producing & sustaining top & bottom line growth and consistently expanding customer base in high-end, high-volume sales environments
- Negotiated multi-million dollar contracts and won tenders from global customers from diverse industries such as Automotive Die Mould Industries, EDM , Electrodes, Optic Fiber, Diamond Tools, Fiber Glass, Float Glass, continuous casting, Solar, Fuel cell, Glass, Vacuum Furnaces OEM and After - market, Vanes, Thrust pad, Seal/ Steam turbine, Graphite felt, Paypex, CBCF insulation boards, Skilled in process Engineering, Hydel rings, Vanes, Graphite felt, Cerberite Gold Melting, High Temp Applications and many
- Skilled in providing differentiated product propositions & solution based approach to clients that focuses on resolving their needs, thereby creating a win-win situation and foundation for long term client retention
- Proven excellence in breaking new avenues, developing businesses the from scratch & driving revenue growth and proactively conducting opportunity analysis by tracking market trends & competitor moves to achieve market-share metrics; proficient in defining client-centric retention & growth strategy
- Innate success in driving improvements at all customer touch points by acting as the customer experience authority, steering the customer strategy, using deep insights, thereby, enhancing business capability to retain & build customers

CAREER TIMELINE



Nickunj Eximp Entp.P Ltd. Mumbai (Nickunj Group)



Certification in High Impact Presentation by Dale Carnegie (Dec-2017)



Oct'14 - May'22: Mersen India Pvt.Ltd, Bengaluru & Pune as Regional Sales Manager - West Graphite Speciality

Responsibilities:

- Acting as Marketing and Technical Sales Head for West Zone; generating enquires in different industrial segments (around 21 segments)
 in west zone
- Setting business relations with major OEM's like Sridevi Tools, DevuTool,BKT AEL, Endurance, Owens Corning, Rashtriya Metal, Mittal Appliances, Voith Hydro, Thermax, Sterlite, Bhat Metal, Bhukhanwala, Schott Kaisha, Saint Gobain, Piramalensuring smooth service to their vendors & developing new products to increase the portfolio of the company
- Planning budgets, forecasting sales targets in coordination with OEM's
- Performing market assessment for developing potential partners and accordingly defining market entry strategies; preparing monthly, quarterly and annual sales forecasts
- Penetrating business in the assigned territories and consistently improving profitability; identifying changes in market demand and new streams for **revenue growth**; revamping sales strategies for expansion of market share
- Identifying potential customers in the responsible geography, presenting them with basket of products and ultimately creating long term strategic accounts for clients
- Brought out USP of entire range of products by delivering presentations to customers and contractors to create favourable disposition towards company's products
- Managed **techno-commercial operations** involving enquiry generation & analysis, offer submission, **technical & commercial negotiation** and post order monitoring of the order
- Built excellent rapport and long-term customer relationships for generating repeat orders
- Preparing contract documents for various work items including contractual conditions, technical specifications and commercial terms
- Leading, mentoring & monitoring the performance of the team to ensure efficiency in sales operations; meeting the individual and group targets; managing ISO Audits
- Managing the tendering process for Govt. organizations
- Creating an environment that sustains and encourages high performance; motivating the teams for optimising their contribution levels

Highlights:

Played an instrumental role in setting up & developing the business for Graphite Specialty products & machined electrode for Pune plant

Feb'10 – Sept'14: Nickunj Eximp Entp.P Ltd. Mumbai (Nickunj Group)

Highlights:

- Generated new client base across Maharashtra & Gujarat
- Catered to premium clientele such as Mahindra & Mahindra ,Tata Motors, Bosch Ltd, Endurance ,Sridevi Tools, BKT, IGTR, Godrej, Asahi Glass, Videocon Ltd, Sermo Ark, Fiat India , GKN sinter
- Effectively managed major Government contracts with BARC, NMRL, Ordnance Factories Ambarnath/Jabalpur/Kanpur/Katni, DRDO Labs, IIT Institutes
- Developed new markets for Insulation material e.g., Carbon Fiber, fabric, fuel cell, carbon paper



Jun'08 - Jan'10: Prime Industries, Nashik as Senior Sales Officer



Languages Known: English, Hindi, and MarathiDate of Birth: 28th December 1983

Address : River Residency Building No Q Flat No 902 ,Dehu Alandi Road, Moshi, Pune – 412114, Maharashtra