



SANTOSH A JAMKAR

BUSINESS DEVELOPMENT | SALES & MARKETING | STRATEGIC PLANNING

OBJECTIVE

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

CONTACT

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Pune, Maharashtra

EDUCATION

2008

MBA in Marketing

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

2004

B.Sc. Chemistry

Bytco Senior College, Nashik (affiliated to
Pune University)

CORE COMPETENCIES

- Strategic Sales & Marketing
- Business & Operational Excellence
- Market & Competitor Analysis
- Go-Market Strategy
- OEM / Key Account Management
- Contract Negotiations & Management
- Budgeting & MIS Reporting
- New Product Management/ Launches & Promotions
- Customer Relationship Management
- Stakeholder Management
- Team Management & Thought Leadership
- Client Relationship & Retention

TECHNICAL SKILLS

MS – Office Suite
Internet Applications

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, Hydrel rings, Vanes, Graphite felt, Cerberite Gold Melting,High Temp Applications and many more.**
- 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

Prime Graphite Pvt. Ltd.

Mersen India Pvt.Ltd



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

CERTIFICATION

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

WORK EXPERIENCE

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, Piramal** ensuring 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

PREVIOUS EXPERIENCE

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

PERSONAL DETAILS

Languages Known : English, Hindi, and Marathi
Date of Birth : 28th December 1983
Address : River Residency Building No Q Flat No 902, Dehu Alandi Road, Moshi, Pune – 412114, Maharashtra