

## **Pankaj Kumar Jha**

**Contact no: 9625820728.**

**C-62, Anoop Nagar, Som Bazar Road.**

**Uttam Nagar, New Delhi.**

**E. Mail: - pankaj4dymba@yahoo.co.in**

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### **Career Objective**

**I want to excel in the field of apex professionalism by using my full potential,  
More than 15 years' work experience, interpersonal skill, for personal growth  
And the development of the organization.**

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### **Work Experience**

#### **PRESENT EXPOSURE**

#### **COMPANY NAME:-**

**PATANJALI PARIVAHAN PVT. LTD.( JUNE-2019 to TILL)**

**WORKING AS SALES & OPS MANAGER (DELHI/NCR).**

#### **Job Responsibility**

- 1) Meeting with Important clients who having business potential.**
- 2) Utilizing the knowledge and increase the sale properly.**
- 3) Providing the customer feedback to concern manager.**
- 4) Generating sales for the particular branch**
- 5) Dispatch record maintenance.**
- 6) Sales and purchase record.**
- 7) Receipt and compilation order.**
- 8) Dispatch detail to parties.**
- 9) Institutional sales work profile.**
- 10) Dealing in PTL and FTL.**

**Company Name:-**

**SCORPION EXPRESS PVT. LTD.** (April-2017 to May-2019)

**Working as: -** Area Sales Manager

**Previous Exposure** ( June 2011 to March-2017)

**Company Name:-**

**EXL INDIA(A Unit of Jaipur Golden Tpt. Co. Pvt. Ltd.).**

**Working as :** Area Sales Manager.

**Company's profile(Oct 2008 to 2011 May)**

**Airex Logistics & Express Services Pvt. Ltd. (Delhi)**

**Job Profile**

**Working As a SALES MANAGER.**

- 1. Add New Customer.**
- 2. Develop Existing Customer.**
- 3. Vender Development.**

**Academic& Professional qualification**

- 1) (MBA) from Dr. DY PATIL SCHOOL OF BUSINESS MANAGEMENT.**

**Specialization :( Marketing) – 2006-2008, 2<sup>nd</sup> Division.**

- 2) (BA Economics) from Magadh university (Bodh Gaya), 2<sup>nd</sup> Division.**
  - 3) (Intermediate) from B.I.E.C (PATNA), 2<sup>nd</sup> Division**
  - 4) 10th from B.S.E.B (PATNA), 2<sup>nd</sup> Division**
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**Summer project**

**Project undertaken: - TNT LOGISTICS, PUNE.**

**Duration: - 2Months**

**Work: - Promotional activities for TNT Logistics.**

**Personal Details**

**Father's name: Shree Sharda Prasad Jha.**

**Date of birth: 02-03-1976**

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**Permanent Address:**

**S/o: Shree sharda Prasad jha, Sivpur, godda, jharlharkhand**

**Language proficiency: Hindi, English**

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**Date:**

**Place: Delhi.**

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**Pankaj Kumar Jha**