

**CURRICULUM VITAE**

**SANDEEP KUMAR SOM**

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**Carrier Objective**

* If favored with an opportunity to serve under your kind control or the position applied for I will prove myself worth of my work & worth.

**Academic Qualification**

* Senior Secondary passed from U.P. Board, Allahabad in 2007.
* B.Com from C.C.S. University, Meerut in 2011.

**Professional Qualification**

* Diploma in Computer application
* Software Known - Ms Word, Ms Excel, Photoshop.

**Work Experience**

* **08 YEARS**

**PERSONAL SUMMARY**

* A capable, result oriented professional with 8 years of National and International After Market & Channel Network Sales & Marketing as well as Plant Operations management experience.
* Handling National and International After Market Sales worth INR 50 Lakhs Every Month

**JOB PROFILE**

* I am currently employed as “Asst. Manager – Marketing” After Market Sales And Marketing with a ISO 9001:2008, ISO 14001:2004 & TS 16949:2009 Certified Company based at Faridabad, manufacturing Automotive Clutches, Brake Linings, Brake Disc Pads & Brake Shoes (2015 – Till Date).

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**Work Experience**

* **Presently** working as “Asst. Manager – Marketing” with **MACAS AUTOMOTIVE Faridabad** Engaged in manufacture CLUTCHES & FRICTION MATERIALS for Heavy & Light Commercial Vehicles & Tractor applications as per specific OEM & After Market requirements. From **Since 10 Sept. 2015, to Till date**
* **Before August 2015** working as **Marketing Executive** with **Jayem Auto Industries Pvt.Ltd. Faridabad**. Engaged in manufacturing of CAF & Asbestos Free Gasket Jointing Sheets for Industrial & Automotive Application.(**An ISO/TS certified Company accredited by TUV)**From **Since 15 April. 2014, to 31 August 2015**
* Before April 2014 working as Marketing Executive with **Superlite Jointings Pvt.Ltd. Ghaziabad** .

Engaged in manufacturing of CAF & Asbestos Free Gasket Jointing Sheets for Industrial & Automotive

Application.(An ISO/TS 16949:2002 certified Company accredited by DNV)From Since **May 2009 to**

**14 April 2014.**

**Dealing Segment**

* Handling OEMs (ACE, Omega, Titagarh, Indofarm, International Tractor, Preet, Standard, ETC.)
* Handling all India – Mostly (Delhi. M.P, U.P., MH, BH., RAJ., Pun., HR, UK.)
* Handling foreign country – Nepal, Bhutan
* Monitoring the performance  sales and development of Dealer Network in all over India.
* Handling OEM (Original Equipment Manufacturers) e.g. Parkash Auto, Talbros, Yogi Engg. Top land Engines etc.
* Handling Govt. Sector e.g. NTPC, IOCL & HPCL, BHEL, NALCO, BALCO, SAIL, KPCL,  IFFCO etc
* Handling Industries e.g. Aditya Birla Group, Reliance, DSCL, HNG, IGL, Tata & Sugar & Paper Industries etc

**The overall responsibilities of the job are** :

* Channel Network of All Distributors & dealers in India And foreign country
* Increase business share with current customers and develop new customers.
* Formulate Business Plan and activities to achieve company’s goals and objectives.
* Co-ordinate with PPC & Supply Chain Management Dept. for availability of raw material, regular supplies, Inventory Management and discuss schedule vs supplies for any shortfall.
* Co-ordinate with Quality Assurance Dept. for addressing customer complaints if any
* Co-ordinate customers audit in the Plant
* Collection and  compilation of sales figures from market place & field staffs and
* Reporting the same to Head Office / concerned offices.
* Sending Quotations  to the clients & Maintaining price and discount structures
* Track and account for the statutory tax forms like C Forms, etc and interact with

Accounts department on the same

* Track delivery of goods and take customer feedback on goods received.
* Preparing and submission of Invoices.
* Follow-up for the payment from the clients.
* Preparing Purchase orders, proformas.
* Communication with customers over telephone, email and fax.
* To facilitate the relation-building with the customers.

**Achievement**

* Giving 60% growth in North Uttar Pradesh, Nepal, Bhutan region, Giving good potential and payment to company

**Macas Achievement :-** After Mkt.:- 60% growth in Uttar Pradesh, Nepal, Bhutan region.

**Jayem Achievement :-** BHEL (Bhopal), Multimax Engg. Star Paper, NTPC Badarpur, L&T, Swadesh

 Tractor, SAS Motors, Chaudhary Traders & 15% Sale in West Zone.

**Superlite Achievement :-**Developed business Kanoria Chemicals(ABCL), NTPC(Dadri, Korba, Dibyapur, Badarpur,

 Etc) Himdalco, Hi Tech Carbon, Uflex, NALCO, Triveni, Tikula, India Glycol, Shakumbari,

 SAIL, Noida, Multimax Engg. Star Paper, Bihar Caustic, BHEL (Hardwar, Jhansi, Bhopal,

 Jagdishpur)Tata Chemicals etc.

 **Personal Details :**

* Father's Name : Sh. Devendra Singh Som
* Date of Birth : 10th Oct, 1990
* Contact No- : 9456477100
* Marital Status : married
* Nationality : Indian
* Hobbies : Traveling, Badminton and New Books Reading
* Language Known : Hindi & English
* Sex : Male
* E-mail : somsandeep00@gmail.com

 **Date :**

 **Place : Ghaziabad** **(Sandeep Kumar Som)**