

NJ

NILESH JHA
MARKETING & OPERATION MANAGER



CORE COMPETENCIES

- Excellent Communication
- Interpersonal Relations
- Decision Maker
- Team Player
- Self Motivation
- Client Servicing
- Strategy Planning
- Analytical Skills
- Creative Business Plan
- Branding & Marketing
- Accountability
- Unflappability
- Team Management
- Key Account Management
- Sales & Development



PERSONAL DETAILS

Email: jhanilesh26@gmail.com

DOB: 12th July 1988

Mobile: +9-8700202616

Current Location:
New Delhi, 201306

Marital Status: Married

Languages: English, Maithili,
Hindi & Telugu



CAREER OBJECTIVE

An ambitious and analytical individual seeking a respectable position in an environment conducive to professional growth, which provides me the opportunity to utilize my 10+ years of expertise in the field of Marketing and Operation, while making a significant contribution towards the success of the company.



WORK EXPERIENCE

Resonance Eduventures Ltd, New Delhi
Manager, September 2011-Till Present

Micro Labs Limited, Ranchi
Territory Executive, Aug 2010-Aug 2011



INTERNSHIP

Company: 5W1H, New Delhi
Summer Intern, February 2010-Aug 2010



ROLES AND RESPONSIBILITIES

Sales & Marketing

- Overseeing sales (B2B/B2C) for achieving increased growth & profitability
- Building brand focus, reviewing and interpreting market response to facilitate product

Business Development

- Building and maintaining healthy business relations with major clientele, ensuring maximum customer satisfaction by achieving delivery & quality norm
- Monitoring the dealings with the corporate clients to retain their support to the business

Channel Management

- Identifying and developing channel partners for achieving business volumes consistently and profitably
- Evolving strategies and activities to achieve the desired business objectives and implement recognition campaigns for enhancing motivation
- Monitoring the inventory levels ensuring ready availability of products to meet the market demand

Team Management

- Motivate and Lead a team of 25+ associates
- Effectively organizing training programs for new recruits for achieving pre-planned business targets
- Leading, training & monitoring the performance of the team members to ensure efficiency in sales operations and meeting of individual & group targets

Digital Marketing

- Involved in keyword selection, Identify the right targeting methods and affiliate marketing to achieve desired results
- Email marketing & Analytics.
- Create ideas, generate content and run social media campaigns across popular social media websites like Facebook, Google Plus, Twitter, LinkedIn, YouTube, etc.



ACHIEVEMENTS

- Awarded as a top performer from 2012-2015 consecutive years in Resonance
- Promoted as a center manager from executive in Resonance Eduventures Ltd
- Appreciated by top management during the start to end the acquisition process of an education institute
- Successfully organized & managed " Kailash Kher " live with audience of approx five thousand people



EDUCATIONAL QUALIFICATIONS

PROGRAM	School /College	YEAR OF PASSING
MBA	SMU	2013
B.SC	OSMANIA UNIVERSITY	2009



IT SKILLS

- Proficient knowledge of Computer Applications: Microsoft Office (Word, Excel, PowerPoint, Outlook)
- Fundamentals of Digital Marketing by Google
- Certification course in digital analytics and email marketing
- Well versed with leadsquared software and operations management portal



REFERENCES

References available upon request

I hereby declare that the above furnished details are true to the best of my knowledge!