**Amit Dham**

**Address** Phone: 09899773329

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New Delhi - 110 088 E-mail:galaxy63@gmail.com

 Sex: Male

 Date of Birth: 4th September 1975

**Career Objective**

 I am looking for a challenging career in Sales & Marketing with a reputed firm that utilizes my intellect and employs my experience, knowledge and skills to achieve professional and personal goals.

**Work Experience Synopsis:**

**Current Work Responsibility:**

* Working with **Marcus & Associates executive search consultants as a recruitment account manager specializing in recruitment for large pharmaceuticals and Biotech’s .**(April 2018-till date)

**Currently Responsibilities include**

**Working on the assigned search.**

**Complete detailing about the company before starting the search and thorough knowledge about the role.**

**Qualifying suitable candidates.**

**Assessing their knowledge about the role**

* Worked with **The Outlook Group as a CONSULTANT for special projects.**(August 2017-Dec 2017)

**Worked on**

**OUTLOOK AGRICULTURE INNOVATION AWARDS**

**Conceptualization & Designing the event**

**Identifying clients**

**Pitching the event for revenue generation through sponsorships and associations**

**Execution .**

**Total Revenue Generated – 70 lacs**

* Worked with **HT MEDIA LTD.**  as **Senior Manager Magazines - BRUNCH** (August 2014 – Sep,2015)

**Clients Serviced**

* **Samsung Electronics**
* **LG Electronics**
* **Panasonic**
* **Philips India**
* **Sony India**
* **Hitachi**
* **Voltas**
* **Hewlett Packard**
* **Nokia**
* **Canon**
* **Bharti Airtel**
* **Xerox**
* **Toshiba**

 **Responsibility includes:**

* **Handling Brand BRUNCH.**
* **Generating revenues through categories Consumer Durables & IT/Telecom.**
* **Handling special initiatives to get new clients on board.**
* **Selling innovations and integration to create more impact.**
* **Improvised selling by providing 360 degree solutions.**
* **Creation of content led interaction with the audience.**
* **On paper annual properties for branding options.**
* **Market Size – 2 crores**

**Previous Work Responsibility:**

* Worked with **DB Corp Ltd.** as**ChiefManager- Corporate Sales**. (May 2011 – till July 2014)

**Media Clients & Agencies Serviced:**

* Group M
* Omnicom Media
* Initiative
* Zenith Optimedia
* Allied Media
* ITC Apparels
* Samsung Electronics
* Panasonic India
* Hewlet Packard
* Sony India

**Responsibility Includes:**

* **Generating Revenue for Gujarat Market thru “DIVYA BHASKAR”.**
* **Planning special initiatives for advertisers to add more value to their investments.**
* **Planning and developing opportunities for New Advertisers.**
* **Designing special properties for clients to create a direct connect with the readers thru editorials, creation of dedicated on paper windows highlighting the client’s achievements.**
* **Offering tailor made solutions to advertisers basis understanding their market prioritization and importance.**
* **Presenting DainikBhaskar as a viable platform to the advertiser to ride on the brand strength of Bhaskar& create new markets for their brands.**
* **Market Size – 10 crores**
* Worked with **Deccan Holdings Ltd.** as a **Sr.Manager- Corporate Sales**. (January2008 – April 2011)

**Media Clients & Agencies Serviced:**

* Maxus
* Mindshare
* Initiative
* Zenith Optimedia
* MarutiUdyog Ltd.
* Honda Siel Cars
* Nokia
* Samsung India
* Bharti
* Canon India

**Responsibility Includes:**

* **Generating Revenue for the mother edition namely HYDERABAD.**
* **Also generating stand alone revenues for other editions like Chennai & Bangalore.**
* **Also selling properties other than the routine business.**
* **Planning and developing opportunities for New Advertisers.**

**Worked As An:**

**Assistant Manager – Marketing (Adlabs Films Ltd. Radio Initiative BIG 92.7 FM) (Dec 2006 – Dec 2007)**

**Handling:**

**Media Clients & Agencies Serviced:**

* Maxus
* Mindshare
* Initiative
* Zenith Optimedia
* Seagram's
* Hewlett Packard
* Nokia
* MarutiUdyog Ltd.
* Coca Cola India
* **Assistant Manager (Response) at Times of India**:

**17 Months**(July 2005 – Nov 2006). I have been handling the retail segment for the entire group publications from North and West Delhi markets.

* **Assistant Manager, Business Standard**: 26 Months (April 2003 - June 2005).
* **Advertisement Executive, The Statesman Ltd**.: Six Years (March, 1997 -March, 2003)

**Other Areas…**

* Also handled Lifestyle product called “How **to Spend it”**at Business Standard.
* Also handling special initiatives, which happen at regular intervals.

**Educational Qualifications…**

* MBA in Marketing Management with special emphasis on Advertising, Media and Public Relations from Indira Gandhi National Open University, New Delhi.
* Graduated in Commerce from Satyawati Co-ed. College, Delhi University in 1996.
* Class XII, Tagore International School, VasantVihar, New Delhi in 1993.
* Class X, Apeejay School, Sheikh Sarai, New Delhi in 1991.

**Computer Skills…**

* One Year Diploma in Computerized Financial Accounting from DataPro Information Technology, New Delhi in 1995.
* Efficiently acclimatized with Windows 2000, MS-Office and Internet.

**Languages known…**

 English, Hindi & Punjabi

**Hobbies…**

 Music & Traveling

**(Amit Dham)**