

## **ANKUR JAIN**

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## **SALES AND COSTING MANAGER**

### **QUALIFICATIONS**

Top-ranked Sales and Costing manager recognized for contributions to record-setting sales figures, territory expansion and new account development. Offer an in-depth understanding of the sales cycle process and remain focused on customer satisfaction throughout all Stages. Experienced, cold caller and expert presenter, negotiator and closer

### **EXPERTISE**

- Sales Team Supervision
- Product Costing
- Territory Management
- New Account Development
- Relationship Building
- Presentations & Proposals
- Closing Strategies
- Lead Qualification

## PROFESSIONAL EXPERIENCE

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### **Bony Polymers Pvt. Ltd. - Haridwar, Uttarakhand**

Bony Polymers (P) Ltd. is a reputed name in the field of Manufacturing Rubber Molded Parts, Sheet metal components, Plastic Molded Components, Rubber to Metal Bonded Parts, Hoses for automotive and non-automotive sectors.

Bony Polymers (P) Ltd. was established in the year 1981 & their specialized products have been utilized by renowned OEM's in 2 wheelers, 4 wheelers, Agricultural vehicles, Commercial vehicles and Railways.

### **Sales and Costing Manager**

**Sep 2019 to till date**

#### **Impact and Results:**

1. Researching and developing marketing opportunities and plans, understanding consumer requirements, identifying market trends to achieve the company's marketing goals.
2. Focus and dedication to the provision of insight, transparency and actionable information related to cost
3. Maintain the standard cost system to ensure timely and accurate cost information.
4. Proactively communicates implementation plans on cost savings.
5. Travels as needed to review and resolve product development inquiries related to Costing.
6. Take calculated risks to increase profitability and brand recognition.
7. Recruiting, training, scheduling, coaching, and managing marketing and sales teams to meet sales and marketing objectives.
8. Maintaining relationships with important clients by making regular visits, understanding their needs, and anticipating new marketing opportunities.
9. Staying current in the industry by attending conferences, workshops, reading publications, and maintaining personal and professional networks.
10. Gather, investigate and summarize data and trends to provide accurate information through reports.

## Jakson and Company Ltd. – New Delhi

Jakson with a brand name of JAKPOWER is the largest manufacturer & supplier of KOEL GREEN Silent DG sets ranging from 2.1kVA to 1010kVA conforming to stringent latest Central Pollution Control Board (CPCB) norms for noise & Emissions.

### Territory Sales Manager

Sep 2014 to Aug 2019

#### Impact and Results:

1. Achieve growth and hit sales targets by successfully managing the sales team
2. Design and implement a strategic business plan that expands company's customer base and ensure its strong presence
3. Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
4. Present sales, revenue and expenses reports and realistic forecasts to the management team
5. Identify emerging markets and market shifts while being fully aware of new products and competition status
6. Meet and exceed revenue and GP targets
7. To assist RSM in sales growth opportunities specially for the Genset ranging from 250 to 1010KVA.

## Controls and Switchgear Electric Limited- Rudrapur, Uttarakhand

C&S Himoina (P) Ltd., a 50:50 joint venture company of C&S Electric Ltd., India and Himoina, S.L. Murcia Spain, is the pioneer of Silent DG sets in India. C&S Himoina manufactures environment friendly generating sets from 10~2000kVA

### Engineering Deputy Manager

April 2008 to Aug 2014

#### Impact and Results:

1. Managed Mechanical Design Engineers group.
2. Proved track record in sheet metal development (design & development of fabrication parts)
3. Responsible for making GA drawings of acoustic enclosures as per the specifications given by the customers.
4. Distribute the workload among the team members and ensure the first-time right design.
5. Responsible for complete product design in CAD (Solid works, Inventor) including tolerance stack up analysis, fits and design for manufacturability.
6. Coordinate with quality team for Design validation and verification
7. Work with manufacturing team to validate design for manufacturability (DFM)
8. Designing of machining fixture for various components & checking fixture of various sheet metal component
9. Construct prototypes and confirm designs with design/purchasing team
10. Ensure components and assemblies adhere to applicable industry and business standards

## **SARA SAE India Pvt. Ltd. - Dehradun, Uttarakhand**

Sara SAE Pvt. Ltd. manufactures and supplies oilfield equipment.

### **Mechanical Design and Quality Engineer**

**Jan 2006 to April 2008**

#### **Impact and Results:**

1. Checked and finalized all drawings for issuance.
2. Created 3D model and template development for preparing the drawings.
3. Drafted and detailed all drawings (Accumulator units, check valves, needle valves, oil coupling, O-rings, ring joint gasket, flanges) for fabrication, assembly and erection.
4. Revised and tracked existing drawings.
5. Prepared estimates and costs, preliminary calculations and quotations to accomplish the project.
6. Involved in research and development of the project.
7. Liaised with manufacturing, purchasing and sales personnel with all necessary documents & inquiries

## **SCHOLASTICS**

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1. B.Tech. in MECHANICAL ENGINEERING from Walchand Institute of Technology, Shivaji University, Solapur in 2005.
2. Intermediate from CBSE Board, Dehradun
3. High School from CBSE Board, Dehradun

## **PERSONAL DOSSIER**

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1. Date of birth – 13 November 1982
2. Father Name – Shri Ashok Jain (Gazetted Officer- DM Office)
3. Marital Status – Married