

# Ajay Ramdev



**Correspondence Address:** House # 226, Sector 16, Chopasni Housing Board, Jodhpur, Rajasthan, 342008

**Permanent Address:** Phulla Road, Khagal, Near Vyas Park, Chandpole, Jodhpur, Rajasthan, 342001.

Mobile: +91-9828033170. Email: aajayramdav@gmail.com.

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**25 Years Experience of Import-Export Industry (Hard, Soft Goods) & Key Experience in System Implementation, Merchandising & Marketing, Sourcing, Production Planning, Team Building, Foreign Buyer Coordination, Banking, Logistics, Govt Liasoning, All Taxations, Management Coordination, Good Creative Abilities to Work with Foreign Designers. All Independent Decision-Making Capabilities. Excellent Training Abilities in Corporate Sector, Certified Trainer from JCI.**

**6 Years of Business Development with Solar Renewable Power Sector.**

## Work Experience

### General Manager Business Development /Sales& Marketing at Insolare Energy Pvt Ltd May 2016-Till date, Location Jodhpur

Major Responsibilities to Procure Solar EPC contracts through team, Presentations & Discussion meetings with Power Developers Like Renew Power, Softbank Energy, AZURE Power, Hero Energies, Juniper Green, ACME Power, Rattan Power (Formerly India Bulls), Bright Night India, O2 Power, Amplus Energy, Enercon Veena Energy etc. etc.

Coordination with Govt agencies like SECI, MNRE, State Discom, State Renewable Corporations for various approval etc.

Also developed Channel Partner concept to create synergy in EPC & Power procurement through Open Access, RESCO.

Growth Strategy Formations, Team building & Reporting activities. Key role of Solar Project Planning & Site planning Activities.

Export Consultant for **Dada's International, (Hard Goods Exporter)** Jodhpur (Unit of Sunita Minechem limited, Jodhpur) from January 2016-2017

### Soft Skills Training at Yogoda Satsang Mahavidyalaya, Jaganathpur, Ranchi, Jharkhand March 15 to November 15

Completed Soft Skills Training program at Centre for Vocational studies, Yogoda Mahavidhyalaya, Yogoda secondary school for boys, Yogoda Kanya Vidyalaya, Ranchi, Jharkhand. Trained more than 1000 + students within period of March 2015 up to November 2015.

This training program was done under brand YEPRC (Youth Empowerment Program & Research Centre Self Owned Organization)

Export Consultant for Indian Art Ware, Jodhpur from May 2013 to March 2014. **One of the largest Export House of North India**

### Dec2004-2015 Location Jodhpur

**Partner & Partner: Independent-Working position for two organizations. M/S Symbiosis India and M/S PraYas, (GARMENT EXPORTS, High fashion Garments)** Symbiosis was mainly Handicrafts we did new products in Burma teak and other available wood. Industrial Furniture, New innovations in **Iron curled wire(this as Monopolized product only produced by us at jodhpur)**, Leather furniture and other decorative & accessories our major market was USA, Israel, UK, Sweden, Taiwan, Japan, Italy, France. Worked with Buyers like Sears, TJ Maxx, Marshalls, Interlude, TMS, The Edge Company, 9Designs, Longevity Fashions, Viva Corporation, Japan etc.

### Aug 1998- Dec 2004 Location Jodhpur

**Director Merchandising & Partner M/S JJ FORMART, Jodhpur**, mainly exports of Leather, Wrought Iron & Wooden furniture & innovations for Indian handicraft industry. Worked with Buyers like, **Pier 1 Imports-USA, Maisons Du Monde-France, Interlude-USA, Tuesday Morning-USA, Target-USA, Borg-Norway, more from UK, Spain, Italy etc.**

### May1993-August 1998 Location Jodhpur

Shifted to Jodhpur and Joined **Singhal Group of Companies (Rajasthan Art Emporium), Jodhpur Company with 1500 Employees**. A Govt Recognized Export House dealing **with handicrafts exports all over world**, Prime responsibility was **Senior Merchandising Manager, to coordinate between Foreign Buyers and Organization, Handled all Merchandising responsibilities, Sourcing of Artisans for Iron & Wood ,Quality Inspection and Team formation to get all production, samples within time frame for turnover of 40-50 Cr .Coordination with 150 Importers mainly Pier 1 Imports, Pottery barn, The Bombay Co, & 90 Domestic Retailers (Separate turnover of 3-4 Cr) .Promoted as Export Manager in the year 1996 .**

### April 1991- March 1993 Location Jodhpur

Joined **Indian Multi-Tech Systems Pvt Ltd, Chandigarh**, A Company marketing imported medical equipments from countries like Germany, Italy, USA with Germany as coordinating office. **Responsibility as Marketing executive** to organize sales of Medical Equipments and Bio-chemicals, to procure demands from Hospitals and medical institutions requirements for X-Ray, Laser Oral Surgery Equipment's, Pace Makers External, Instruments, Ophthalmic, Ortho, Dental equipment's, **All GOVT follow up Procedure for Tenders from Medical colleges, Hospitals, DRME Punjab, Haryana**. Work Area was Entire Punjab, Haryana, Himachal, Jammu, Parts of Rajasthan, Dehradun, and Delhi. **Organized seminars and conferences for doctors**, Responsibility to look after foreign delegates and guests of the company. Prepared Independent Project report on **Apex Dental and Research Hospitals Pvt Ltd** an NRI Project. Got **two promotions during work tenure First on 8th Oct 1991 Sr Marketing Executive other on 1st May 1992 as Asst Manager Sales** for achieving very high turnover of **2.5 cr** against total company sales of **21 lakhs**.

### 8th June1990- 31st January 1991 Location Chandigarh

**Started** to work as **Residential Representative** with Universal Agencies dealers in ttk products. Responsibility to meet various levels of Business People, Govt officials, Household, Door to Door etc., to obtain memberships under certain schemes. Service oriented work to help householders for their day to day needs like Bills, maintenance work etc.

## Personal and Education

Son of Sh Kishan Lal & Smt Shakuntla Ramdev

Born on 8<sup>th</sup> January 1968

Indian National

Married to Sarita

**Commerce Graduate 1989**

**Pursuing Executive One Year PG Senior Management Program, IIM, Nagpur**

**Pursuing Executive Program in Lean Operations Management, IIM, Rohtak**

**E Certificate in Humble Leadership**

**E Certificate in Leading in Crisis**

**E Certificate in Strategic Thinking**

**E Certificate in Marketing Foundations: Consumer Behavior**

**Computer Basic Programming 1989.**

## **Sports & Extra-curricular**

**Cricket State School level, NCC AIR WING-B, NSS, Athletics Marathon Runner, Swimming, Dramatics, Debate.**

### **Certification Course on training Workshops and Developing Trainers:**

\*Two days residential JCI workshop on Effective Public Speaking **SPEECH CRAFT 2001, Kota.**

\*Also, successfully completed three days residential corporate Trainer program:

**JCI ZONE TRAINER WORK SHOP (ZTWS).**

\***Certification Course** of **Health & Nutrition Advisor** from “Nutrilite Health Institute”, USA

**YOGODA SATSANG SOCIETY OF INDIA, RANCHI** in the year 1992 a spiritual organization known as **Self Realization Fellowship** outside India, Founder and Guru **Sri Sri Paramhansa Yogananda. [www.ysofindia.org](http://www.ysofindia.org) [www.yogananda-srf.org](http://www.yogananda-srf.org)**. **In charge** of Flood Relief works in Barmer district under YSSI banner in the year 2006.

Also coordinated Famine and drought Relief projects for YSS to built water storage tanks of various capacities 30000 Lts, 20000 Lts, 10000 Lts to be built at three villages in Jodhpur District. Educating villagers with water management. Volunteered many Medical camps, Community programmes for YSS.

**Member** of Indian Junior Chamber and International Junior Chamber year since 2000.

**Best Jaycee** award 2001 for whole Zone for achieving highest grades in personality training (ZTWS)

**Conducted** training workshops for schoolchildren, personality development for Adults and college student's etc. workshops on Anger, stress, Management on Family relationships. **Trainings more than 2500 Hrs.**

**Member** of Indian Blood Donation Society since 1984.


**Member** of Export Promotion council of Handicrafts since 2005.

**Member** of Jodhpur Handicrafts Export Association 2005.

**Dec 2009: Invited to Taiwan for 10-Day tour to study Garment, Iron-manufacturing industry to blend techniques.**

**My Hobbies:** Reading, Writing, Travelling, Exercises, Philosophy.

**Dated: 06<sup>th</sup> October 2022**



**(Ajay Ramdev)**