

---

# HARSH JEETWAL

Date of Birth: 22 March 1994

## Contact Details

Mob: +91-8860022533

E-mail: [harshjeetwal01@gmail.com](mailto:harshjeetwal01@gmail.com)

---

## Career Objective

- To enhance my professional skills in a dynamic and stable workplace and to use my skills in the best possible way for achieving the company's goals.

## Work Experience

### VRS FOODS LTD (Paras Dairy)

**Designation-** Assistant Manager- Exports

(July 2022 – Present)

**Roles and Responsibilities:** As the Assistant Manager - Exports, I support management by overseeing various critical functions. My primary responsibility includes independently managing the company's fat (butter) business in GCC, Morocco, Turkey and a few other countries.

- Analyze market trends and competitors to stay ahead.
- Identify and unlock new business opportunities in emerging markets.
- Explore potential territories, adapting to market shifts.
- Consistently aim to exceed sales targets in line with the Annual Business Plan.
- Strategically manage company participation in exhibitions to enhance visibility.

### CHAMAN LAL SETIA EXPORTS LTD

**Designation-** International Sales Manager

(January 2020 – June 2022)

**Roles and Responsibilities:** To get familiar with the rice business and help the company to grow in the international market with sales in Countries like USA, EU regions and GCC.

- Strengthened relationships with key clients while onboarding new buyers to diversify the portfolio.
- Led end-to-end order execution with a focus on efficiency, accuracy, and customer satisfaction.
- Coordinated cross-departmental efforts to streamline operations.
- Utilized market insights and competitive analysis to enhance global market presence and drive revenue growth.

### BHOLE BABA MILK FOOD INDUSTRIES LIMITED

**Designation-** International Marketing Executive

(Oct 2017- Dec 2019)

**Roles and Responsibilities:** Given with a project of handling a product called Chicory where I had to understand the product and market and customer's preferences.

- Research and Development, Marketing, sales of the product in the international market.
- To handle the procurement of the same product.
- Established the product in International Market within a year with sales to EU, TURKEY, RUSSIA, DUBAI, AND MALAYSIA.

- Handling and coordinating between all the stakeholders involved in the export trade.

## JARO EDUCATION

**Designation-** Business Development Executive (Jan 2017- September 2017)

**Roles and Responsibilities:** Responsible for inside sales (End to End Sales) to sell online MBA/PGDM Courses to graduates and working professionals. Managing clients to achieve financial objectives and other operational performance indicators.

- Maintaining an accurate, complete, up-to-date, and insightful client business profile to be shared with senior management.
- Train the interns.

## Skills

- Communication, New business development, Sales Process, Problem Solving, Client handling, Export Operations, Key Account Management, Market Research, Team handling, Trade Shows.

## ACADEMIC QUALIFICATION:

Academic s	Board of Education/ University	Year of Passing
MBA (Marketing and IB)	MERI College, Guru Gobind Singh Indraprastha University, Delhi	2017
B.COM	Shaheed Bhagat Singh College, Delhi University.	2014

## PERSONAL DETAILS

1. Father's Name : Mr. Mohan Kumar Jeetwal
2. Gender : Male
3. Marital Status : Unmarried
4. Language : Hindi, English
5. Hobbies : Playing Chess.