



Too good to resist

news shower

VOL. 4 SR. 25

October 2007 to December 2007

QUARTERLY

ENTREPRENEURSHIP EXCELLENCE AWARD

Delhi 30/11 : Shri Rajesh Mehra, Director (Marketing) of Jaquar received the prestigious GSBA-Top Rankers Entrepreneurship Excellence Award on November 30, 2007 at Hotel Le-Meridian at the inauguration of 9th National Workshop on "Nurturing Leadership for Business Excellence".

The workshop was also attended by Sh.S. P. Bhatia (Head-Business Development New Products) and Sh. Rakesh K. Sharma (Head-



SOUTH BENGAL ANNUAL DEALERS' MEET & AWARD DISTRIBUTION

Kolkata: Around 180 local & outstation Dealers & Exclusive Recognized Dealers of Kolkata & South Bengal attended Annual Dealers' Meet at Hotel Hyatt Regency on 4th December 07.

The Meet was presided over by Sh. Vijay Vij (VP-Sales & Marketing) who presented the Long Association awards & Shields to the Direct Dealers of more than 10 years of association & district toppers of Kolkata & South Bengal. Gold Coin awards were presented to Best performers (ERD) of Kolkata & various districts of South Bengal.

The award ceremony was followed by cocktail dinner. It was a great evening with our great dealers who enjoyed it the most.



(L-R): Mr. R. K. Guha (GM-Sales), Mr. Vijay Vij (VP)
Mr. Sujoy Dutta (DGM) & Mr. K. Bhuwalka (President of JDA)

Kolkata Team: Our Kolkata team is very active not only in conducting various promotional activities, but also reporting them in a systematic manner for the publication in News Shower.

SPECIFIERS' MEET AT RANCHI

A Specifiers' Meet was held at Hotel Green Acres, Ranchi on 25th July, 07 participated by more than 25 persons led by Mr. R. K. Guha (GM Sales). The Meet was a great success with the help of Mr. Rajiv Khandelwal, our Area Dealer of Ranchi. It was appreciated by all.



From left - Mr. Sujoy Dutta, DGM, Mr. Rajiv Khandelwal, area Dealer of Ranchi
Mr. R. K. Guha (GM-Sales) & Mr. Raman Kumar, ASM

JAQUAR CORPORATE OFFICE GOES TO GURGAON

We are pleased to announce that our Corporate Offices have been shifted from GTK Road, Delhi to Gurgaon. The address & telephone numbers of the same are given below:-

JAQUAR & COMPANY LTD.

306, Udyog Vihar, Phase-II, Gurgaon-122001.

Tel. : 0124-4746800 (30 Lines) Fax: 95-124-2346531-32

Profiles



Mr. Sudhir Pasricha
Head-Lighting Division

Mr. Sudhir Pasricha, our Business Head in Lighting Division, joined Jaquar on 14 October 2007. His corporate journey spans over 23 years at Senior Management positions in Sales, Marketing & General Management with leading Indian & Global Organizations in Office & IT Automation; Consumer Electronics; Consumer Durables and Knowledge Management Services, based at Delhi and in Mumbai. His professional work areas include Enterprise Business Management; Channel Business Management and Marketing Operations. Mr. Pasricha has undergone extensive professional training programmes at some of the prestigious institutions, viz., ASCI - Hyderabad; Deptt. of Management Studies - IIT Delhi & Team Productivity. He is well travelled and has also numerous achievements and awards to his credit during the course of his professional career. Mr. Pasricha is a Diprite from Mathura Road, Delhi. Has Commerce (Hons.) degree from Delhi Univ. & MBA-International Business from the IIFT, School of International Business. His other areas of interest are photography, flying/sailing; outdoor sports and exploring new destinations when he is with the family.



Mr. Rakesh Sharma
Head-Govt Public Sector Institutional Sales

To venture Jaquar products into Government Sector in a big way, Mr. Rakesh Sharma joined hands with us as Head-Govt. & Institutional Sales on 16th August, 2007 to carry on the flagship, with his over three decades of rich working experience in the Building Industry. He has been actively associated in the industry and worked in Bhutan for two years for a Bhutan Government Undertaking as Corporate Marketing Manager and gained vast experience of Corporate & International working. Mr. Sharma believes that Government & Institutional Sales segment has tremendous potential, as it was experienced by him in his previous assignments, which contribute a sustainable sales percentage of the products into this sector with a consistent demand generation. He has ambitious plans for the growth in Govt. Instl. Sales and states that the products under Jaquar brand umbrella have a very bright future for their sale in the government sector, as the Common wealth Games & other major projects are round the corner, Jaquar products would find appropriate share in these projects.

Jaquar Family Tree

The following new employees have joined JAQUAR family at places mentioned against each at various positions from July 07 to Dec.07

Mr. Tapan Das	Sales Officer-LD	Guwahati
Mr. Jaydeep Pramanik	Sales Executive	Kolkata
Mr. Sabyasachi Sinha	Sales Officer-OC	Kolkata
Mr. Biswajit Maity	Sales Officer - OC	Siliguri
Mr. Amit Mannan	Sales Executive	Chandigarh
Mr. Pardeep Manhas	Area Sales Manager	Chandigarh
Mr. Santosh Kumar Singh	Sales Executive	Patna (Bihar)

Mr. Chandan Yadav	Trainee-Store Keeper Production	Delhi
Mr. Vijay Mohan Singh	Factory Manager	Unit - II, Delhi
Ms. Padma Sharma	Office Assistant	Unit-II, Delhi
Ms. Rita Sharma	Executive Secretary to GM (Fin.)	HO, Gurgaon
Ms. Sandhya	Assistant-Personnel	HO
Mr. Manoj Kumar Manish	Team Leader - IT	HO
Mr. Pankaj Kumar	Accounts Officer	A-6, Delhi
Mr. Kaushal Dixit	Logistics Officer	HO
Mr. Ram Pravesh Singh	Care Taker (AC)	HO
Mr. Ashwani Kumar	Office Assistant- Imports	HO
Mr. Kasif Ali	ASM	Defence Colony, Delhi
Mr. Arun Shukla	ASM (Lighting)	Defence Colony, Delhi
Mr. Rakesh Sharma	Head-Govt Public Sec. Instl. Sales	Defence Colony, Delhi
Mrs. Sangeeta Dhawan	Exec. Secretary to V.P. (Sales)	Defence Colony Delhi
Mr. Jagdish Pancholi	Mkt Support Mgr- Intl Bus.	HO
Mr. Sudhir Pasricha	Business Head-LD	HO
Mr. Varun Kapur	Interior Designer	HO
Mr. S. Bhatia	Head-Bus. Dev. New Products	HO
Mr. Sunil Wali	Manager - Sales	Jammu
Mr. Ganesh Sharma	Sales Executive	Jammu
Mr. Vikas Sharma	Sales Executive	Amritsar, Punjab
Mr. Mohit Bilandi	Sales Officer	Amritsar, Punjab
Ms. Nisha	Executive - Front Office (OC)	Ludhiana, Punjab
Mr. Bhushan Ku. Vashisht	Sales Officer-LD	Ludhiana
Mr. Pushpendra K. Trivedi	Area Sales Manager	Raipur Chattisgarh
Mr. Pradeep Pant	Sr. Assistant Personnel	Bhiwadi Rajasthan
Mr. Lalit Kumar	Protocol Officer	Bhiwadi Rajasthan
Mr. Harihar Bihari	Accounts Officer	Bhiwadi Rajasthan
Mr. Panne Singh Bhati	Sales Executive	Bhiwadi Rajasthan
Mr. Naresh Chander	Executive - Excise	Bhiwadi
Mr. Devesh Bisht	Assistant IT	Bhiwadi
Mr. Prashant Patwal	Assistant IT	Bhiwadi
Mrs. Shobha Sharma	Receptionist	Bhiwadi
Mr. Arun Kumar Sinha	Site Engineer	Bhiwadi
Mr. Rajesh Khanna	Dy. Manager	Bhiwadi
Mr. Dhanesh Singh Sisodia	Sales Executive-LD	Jaipur, Rajasthan
Mr. Gaurav Mishra	Sales Executive	Jaipur, Rajasthan
Mr. Naresh Yadav	Sales Executive	Udaipur
Mr. Shekhar Sati	Manager - Sales	Lucknow
Ms. Beena Mary Kurian	Sales Executive-OC	Bangalore
Mr. V. Senthil Kumar	Area Sales Manager LD	Chennai
Mr. S. Sasindran Nair	A.G.M. (Sales)	Chennai
Mr. B.V. Arun Kumar	AGM (Sales)	Hyderabad
Mr. Ravi Joshi	Sales Officer	Gwalior
Mr. Achyut Dongarkar	Sales Officer	Pune
Mr. Irfan U. Shikalgar	Sales Executive	Goa
Mr. Rakesh B.P.	ASM	Bangalore
Mr. Santosh R. Kale	ASM	Pune
Mr. Hemant Sinha	ASM	Patna