



Dr. Rakesh Shankar Jha

Dr. Rakesh Jha is a Professor, Management, USME. He has 36 years corporate work experience in Marketing, Management of Distribution Channels, Business Development, Key Account Management, Post Supply Service, Training and Sales. Prior to this he was a visiting Faculty at Delhi Technological University – DSM, NSUT, IP University and All India Management Association (AIMA). He has many research papers to his credit. His research area includes Management of Distribution Channels.