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FALCON ID # 22368

Petroleum / Sales Asst / Manager

Residential Country : India Nationality : India
Resume Title : Sales & Marketing Manager Notice Period : 30 Days

EDUCATION

Qualification	Institute / College /university	Year	Country
B E / B Tech	V.y.w.s?s College Of Engineering	2003	India

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Sales Manager	Reputed Company	India	08/2010	06/2015
Assistant Sales Manager ? Mumbai & Gujarat	Kirby Building Systems India Limited		08/2009	08/2010
Technical Application Engineer	Hilti India Pvt.Ltd,		08/2005	08/2009
Management Associate- Marketing	Miranda Amsaw Pvt.Ltd		09/2003	08/2005

ADDITIONAL CERTIFICATE AND TECHNICAL QUALIFICATION

Name Of The Course	Course Date	Valid Upto	Name Of Organisation
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Current Salary
(Monthly In Usd): Not Mention

Expected Salary
(Monthly In Usd): Not Mention

Additional Skills :

Career Path- Summary

PRESENT: Manager-Sales –Godrej & Boyce Mfg Co.Ltd, Mumbai (Since Aug 2010)

PREVIOUS Assistant Sales Manager – West, KIRBY Building Systems India Ltd, Mumbai (since Aug 2009)

PREVIOUS: Technical Application Engineer- Hilti India Pvt.Ltd.(Aug '05-Aug'09)

PREVIOUS: Management Associate-Marketing, Miranda Amsaw Pvt.Ltd, Ankleshwar

Education

Degree in Mechanical Engineering, 2003 from V.Y.W.S's College of Engineering ,Badnera (Maharashtra) with 56.10 %

HSSC in 1998 from Brijlal Biyani Science College Amravati with 79.17%

SSC in 1996 from New High School Main, Amravati with 78.26%

Trainings Attended

? Detailed Product Training Program for Pre Engineered Building Structures & racking System conducted as part of product training program of Kirby Building Systems.

? Several Self Development Programs & Courses on subjects like Time Management, Negotiation Skills and workshops on Sales Management, Project Management, Strategy of successful selling conducted as part of Knowledge Enhancement Policy of Hilti.

? attended 3 days workshop for fundamental of Fundamentals of Records Management - Mumbai

on October 14-15, 2013 conducted by PRISM international, Chicago

? attended 3 days workshop for Imaging and Digital Information on 17-18 Sep 2014 conducted by PRISM international, Chicago

Additional Information :

OBJECTIVE : Senior level positions in Sales & Business Development/Key account Management/Project Management / Techno –Commercial Operations/

Key Skill areas :? Strategic Management ? Business Development Operations ? Set ups & Expansion, Business Analysis, Planning, Negotiations, Market Development & Evaluation ?

Brief Profile

Result oriented professional with over 11 years of experience in Sales & Marketing in Western Indian Market. Since Aug'10 with Godrej & Boyce Mfg Co Ltd, Mumbai as Sales Manager – Mumbai

Analyst with a flair for adapting quickly to dynamic business environments. Adopting pragmatic approach in improvising on solutions and resolving complex business issues. Instrumental in managing business functions and playing a key role in strategizing new market entry, planning the distribution network , retaining and managing key accounts in competitive environments. Outstanding success in building and maintaining relations with key corporate decision makers.

Core Strengths

? Worked within Renowned Corporates that offered wide exposure on diverse technologies and environments. Applied knowledge and expertise in creating opportunities and expanding businesses.

? Extensive sales & marketing experience, business analysis skills, combined with deep industry expertise to solve business challenges – from conceptualization to implementation.

- ? Expertise in achieving revenue and business growth objectives in highly competitive environments. Highly successful in building relations with upper level decision makers, seizing control of critical problem areas and delivering on client commitments.
- ? Excellent interpersonal, communication and organizational skills with proven abilities leading motivated teams towards achieving organizational goals.
- ? Displayed business skills through establishing operations; understanding of business processes, strategy, inclusive of researching, identifying and developing markets; developing new clients; recruiting and mentoring teams; etc.