

201 Creado Apartments,
Juhu Church Road,
Juhu, Mumbai- 400049 India
P : +91 8898080904
E : hr6@falconmsl.com
W : www.falconjobs.net

FALCON ID # 25315

Oilfield Services / Export Manager

Residential Country : India Nationality : India
Resume Title : Export Manager Notice Period : 1 Days

EDUCATION

Qualification	Institute / College /university	Year	Country
Mba/pgdm	Icfai University	0000	India
Bms	Bhavan's College -Mumbai University	2008	India

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Export Manager	Reputed Company	India	10/2014	/
Marketing Manager	Supersonic Dist. & Services Pvt. Ltd.	India	07/2012	09/2014
Asst. Sales Manager	Viraj Profiles Ltd	India	04/2011	06/2012
Sr. Marketing Executive	Kejriwal Paper Ltd	India	03/2008	04/2011

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 :

Professional Profile

Current Employer: REPUTED COMPANY

Designation : Export Manager

Duration : From Oct 2014 to Present.

- Bulk paper trading in International market.
- Product development (Paper Stationery), co-ordination with printing and production team for development of new SKUs.
- Launch and Marketing of 'Helium' brand Stitch binding notebooks in different Local market.
- Identifying and appointing distributors for notebook business.
- Generating revenue through sales management of notebooks in Domestic market.
- Handling team of 8 executives for secondary sales of notebook in Delhi –NCR market.
- Costing for new products.
- Procurement of Paper and raw material for trading and local consumption.
- Creating MIS report pertaining to sales for chairman.

Current Employer: Supersonic Dist. & Services Pvt. Ltd.

(Subsidiary of Assudamal & Sons (HK) Ltd.)

Supersonic is a part of USD 500 Million Assudamal-HK group. The company handles portfolio of more than 45 products and exports them to 16 countries in the world.

Designation : Marketing Manager (Paper Division)

Duration : From Jul 2012 to Present.

Export Marketing:

- Responsible to generate revenue & profit through paper sales in overseas market.
- Locating and creating new paper agents / indentors in targeted market.
- Identifying marketing opportunities by researching and evaluating new product opportunities in paper products umbrella.
- Defining market, competitor's share, and competitor's strengths and weaknesses. Forecasting projected business and establishing targeted market share.
- Improving product packaging and coordinating with manufacturers for new product development.
- Establishing rapport with key accounts by making periodic visits, exploring specific needs, anticipating new opportunities.
- Providing information to higher management by collecting, analyzing, and summarizing data and trends.
- Coordinating with paper mills for negotiating the rates & finalizing the quantities.
- Calculating the cost of product and the final price at destination port for offering quotes to customer.
- Liaison with converters for developing new products for existing & new markets.
- Securing exclusivity from paper mills for particular overseas market.

Previous Employer: Viraj Profiles Ltd.

Viraj Profiles Limited is the Biggest Exporter of SS long products in India and second largest stainless steel manufacturer of long products in the world and is ranked number one in stainless steel flanges.

Designation : Asst. Sales Manager – (Wires & Flanges)

Duration : From Apr 2011 to Jun 2012

Job Description

- Maintaining and increasing sales of the company's products (Wire & Flanges).
- Reaching the targets and goals set for the product category.
- Establishing, maintaining and expanding the customer base in assigned region (Middle-East).
- Servicing the needs of the existing customers.
- Compiling and Analyzing sales figures.
- Independently handling major customer accounts.
- Collecting customer feedback and market research.
- Reporting to senior managers.
- Keeping up to date with products and competitors.

Previous Employer: Kejriwal Paper Ltd.

Kejriwal paper Ltd. is a flagship company of Kejriwal Group which caters to growing the demand for various 'Back to school' (BTS) and 'Basic Home/Office' stationery products in USA and Latin America.

Designation: Sr. Marketing Executive

Duration : From Mar 2008 to Apr 2011

Job Description

- Handling Branding, Product development, sampling, packaging and production execution.
- Manage Costing, freight working and packaging details.
- Pricing and adherence to the emerging trends, quality norms, cost factors in the competitive market.
- Communicating with Buyers / Buying officers and arranging product displays as per inputs from them.
- Sample development, co-ordination and Production Supervision
- Order execution right from Sampling to production approvals, style details, packaging and shipping details.
- Coordinating with Quality department at various stages to ensure good quality merchandise in production.
- To focus on high payoff prospects, get business from them, follow 80/20 rules and responsible for getting new prospects introduced to company.

Additional Information :

Academic Background

- SSC – 72.80% - St. Lawrence high school, Vashi. (Mar 2001)
- HSC – 59.00% - Modern College, Vashi. (Feb 2003)
- BMM – 69.71% - Bhavan's College -Mumbai University (Mar 2008)
- MBA - Currently pursuing through correspondence course from ICFAI University.
(1st Module – Certificate in Business basics – Pass)