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FALCON ID # 42387

Telecommunication / Manager

Residential Country : India Nationality : India
Resume Title : Sr. Manager - Marketing Notice Period : 1 Days

EDUCATION

Qualification	Institute / College /university	Year	Country
B E / B Tech		0000	Not Mention

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Sr. Manager - Marketing	Reputed Company	India	10/2007	/
Senior Sales & Marketing Executive	Gloabtel Convergence Ltd	India	10/2006	09/2007
Senior Marketing Executive	Sahajanand Technologies Pvt. Ltd	India	01/2003	10/2006

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 :

TOTAL PROFESSIONAL EXPERIENCE

(10 Years)

V T CORP PVT. LTD. - MUMBAI

Sr. Manager - Marketing

Since October 2007

VT CORP Pvt. Ltd. is a fastest growing and diversified engineering firm. It is a part of Sanghavi Group, in the business more than 40 years. It provides the turnkey solution for Iron Ore Pelletisation, Industrial Pollution control and Packing, Bagging and weigh-feeders. It caters almost all major manufacturing and process industries like Steel, Power, Cement, and Sugar.

Job Profile

- Managing Sales and Marketing Activities for high value Iron Ore Pelletisation project on national level
- Being a team member, accountable for create awareness; generate enquiries; understand the client requirements, necessary documentation with the help of technical and commercial team and convert prospects into sales.
- Dealing with all Major Steel Manufacturing Companies, Consultants for Iron Ore Pellet Plant.
- Preparation of strategies for achieving goals in the competitive market.
- Manage different sales promotional activities to improve sales and branding
- Handle all ISO audit activity for Marketing Division.

Achievements:

- Based on performance, graded with promotion for high value project sales.
- Continuous achieving all the set targets to increase the revenue for the company.
- Playing an important role in development of strategies for various product lines.

GLOABTEL CONVERGENCE LTD. - MUMBAI

Senior Sales & Marketing Executive

Tenure: October 2006 to September 2007

Gloabtel is professionally managed Company involved in energy management and IT-embedded Systems. Gloabtel provides solutions for Remote Monitoring of electrical substations and distribution transformers, Remote meter reading and energy management. The company has in-house R&D facilities to meet the demands of modern energy Sector.

Job Profile

- Managing Sales and Marketing operations in Maharashtra territory.
- Dealing with all major manufacturers and Corporate located in the Maharashtra region for IT-embedded system in the field of ENERGY SECTOR.
- Accountable for Bid Management and arranging all the required information, compiling the same, checking the commercial matters.
- Giving Technical know-how to the customers.

SAHAJANAND TECHNOLOGIES PVT. LTD. – SURAT

Senior Marketing Executive

Tenure: January 2003 to October 2006

Company Profile

The Sahajanand Group of Companies with turn over more than 100 crore is a Pioneer and

Trend-setter in the field of Laser Technology in India & providing machineries to Diamond Industry. We are also into manufacturing of medical STENTS used in Angioplasty surgery.

Special Assignments

? Had been to South Africa to study the market and look out for the opportunities to find the new market for the company. Company has successfully launched their various products in that new market.

? Had been to Mumbai branch to launch a newly product launch; Evolved Marketing Strategies for it; and trained executives for it.

Job Profile

- Generating business leads, developing common platform with Industrial Customers, Arranging Demonstrations, and generate revenue for the company.
- Segmenting & Targeting Market and devise marketing strategies for business development.
- Promotional activities by means of Design Advertisements, Writes Articles, Arrange Seminars and Participates in Trade Shows.
- Handling a team of Demonstration Executives.
- Keeping an eye on competitor's strategies and analyzing its impact on the business.
- Giving Technical know-how to the customers.

Additional Information :

EDUCATIONAL DETAILS :

D. E. I. M. : (DIPLOMA IN EXPORT-IMPORT MANAGEMENT) – Part Time – 2003
SOUTH GUJARAT PRODUCTIVITY COUNCIL, SURAT.

M. B. A. : (MARKETING MANAGEMENT) – Full Time – 2002
SOUTH GUJARAT UNIVERSITY, SURAT.

B. E. : (METALLURGY) - Full Time – 2000
M. S. UNIVERSITY, VADODARA.