

# KARAN CHAUHAN

Sales and Marketing

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## EXPERIENCE

### Permanent Magnets Ltd, Mumbai — Sr. Marketing Engineer

December 2014 - PRESENT

- Working as a Senior Marketing Engineer for Permanent Magnets Ltd for the Magnet Business.
- Coordinate with the management team to develop and implement strategic budget plans.
- Responsible for assigned sales targets (monthly, quarterly and annually).
- Goals set for month on month, maintaining relationships with target customers, customer service, ensuring high rate of return on investment, sales support and sales.
- Manage company's sales cycle responsibility, from initial contact to closing, follow-through, and servicing. Monthly sales meeting with team.
- Identify and evaluate new and specific profitable business opportunities.
- Maintains direct communication with over 100 customers in order to establish solid relations for affiliate growth.
- Diligently ensured an excellent client relationship with existing and potential clients.
- Reviewing customer drawings, plans and other documents in order to prepare detailed technical proposal for them with the help of the design department.
- Discuss and generate lead making entries in the Google sheet & Base camp and keeping update of inquiry status.
- Making offers for customers.
- Coordinating with the team for delivery requirements.
- Handling post sales service activities (Coordinating with transporter, payment follow-up with customers).
- Reduced customer returns through consistent relationship management.
- Planning activities
- Vendor development and management for job work related activities.

### Permanent Magnets Ltd, Mumbai — Development & Production Engineer

August 2013 – November 2014

- Wire department head (All the wire related works are done by me).
- Keep follow up with vendors as well as visiting to the vendor's place for wire related works & for development purpose also
- Handling five ongoing production projects
- Responsible for shop floor activities including manpower handling & production planning.
- Actively involved in complete planning, execution till finishing of the project on time to customer satisfaction.
- Worked in Process control.

## EDUCATION

### • Atharva College of Engineering, Mumbai — BE

July 2009 – May 2012

Electronics Engineering with 63.33%.

### • MMJ Shah Polytechnic, Mumbai — Diploma

June 2006 – March 2009

Electronics with 83.21%.

### • Sheth DM High School, Mumbai — SSC

June 2005 – March 2006

SSC with 64.40%

## DECLARATION

I declare that the above mentioned details are true to the best of my knowledge.

## PROFESSIONAL & INTERPERSONAL SKILLS

- Customer relationship Management.
- Sales & Marketing Management.
- Good Coordinator.
- Complex negotiations & closing strategies
- Customer service.
- Strategic Planning.
- Quick learner
- MS Office
- Team Work
- Planning & Prioritizing
- Decision making

## EXTRA CURRICULAR ACTIVITIES

- Internal auditor for ISO. (QMS, EMS & OHSAS)
- Back office work (Invoice making activity)
- Tender process

## HOBBIES AND INTERESTS

- Playing team games: Cricket, Carom and Badminton.
- Listening to Music
- Watching Movies
- Driving
- 3\*3 Cube

## STRENGTH

- Positive thinking
- Hard Working
- Result Oriented

## LANGUAGES

English, Hindi, Marathi & Gujarati

## ACHIEVEMENTS

- Constantly achieving targets and taking growth in targets every year.
- Appreciation from customer for support and service extended
- Scholarship from JRD TATA TRUST in the year 2010

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