

RESUME

MUKESH V SHETRANIYA

(B.E MECHANICAL)

CONTACT DETAILS

NEAR KHADI KARYALAY
BEHIND PATEL BOARDING
SAVAR KUNDLA
DIST -AMRELI
GUJARAT
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CAREER OBJECTIVE

LOOKING FOR A CAREER IN MECHANICAL AND MANAGEMENT FIELD, WHICH PROVIDES A PLATFORM WHICH NOT ONLY ALLOW ME TO EXPLORE AND IMPLEMENT MY KNOWLEDGE,SKILLS AND ATTITUDE FOR CONSTITENT CONTRIBUTION TO ORGANIZATIONAL BUT ALSO TO TAKE ME FORWARD UP THE PROFESSIONAL LADDER FOR MY PERSONAL GROWTH.

WORK EXPERIENCE

COMPANY NAME : MACONS EQUIPMENTS PVT LTD.AHMEDABAD GUJARAT INDIA

(APRIL 2021 TO OCT 2021)

ABOUT COMPANY

Manufacturer of Construction Equipment s

Concrete Batching Plant

Wet Mix Macadam Plant

Self Loading Transist Mixer

Kerbing Machine

Aerial Working Platform

POSITION : SALES ENHINEER (SAURASHTRA AND KUTCHH)

JOB PROFILE : SALES AND MARKETING

SALARY : 35000 + INCENTIVES

COMPANY NAME : FINE EQUIPMENT' S INDIA PVT LTD PUNE MAHARASHTRA

(JUNE 2019 TO MARCH 2020)

ABOUT COMPANY

SELLER OF FEEL ENGINEERING KOREA ROCK BREAKER

SELLER OF TEREX FINLAY TRACK MOUNTED CRUSHER AND SAND WASHER

SELLER OF FINE BRAND MOTOR GRADER

SELLER OF TAKEUCHI MINI EXCAVATOR

POSITION : SALES ENHINEER (SAURASHTRA AND KUTCHH)

JOB PROFILE : SALES AND MARKETING

SALARY : 30000 + INCENTIVES

COMPANY NAME: SHRINATHJI INFRA EQUIPMENTS PVT LTD AHMEDABAD

(OCT 2018 TO PRESENT)

ABOUT COMPANY: AFL GROUP PVT LTD AHMEDABAD

DEALER OF

1. PUZZOLANA MACHINERY FABRICATORS HYDERABAD

WWW.PUZZOLANA.NET

MANUFACTURER OF STONE CRUSHER PLANT,MOBILE CRUSHER PLANT,ROCK CRUSHER,JAW CRUSHER,CONE CRUSHER ,VIBRATING SCREEN,SAND MAKING MACHINE ,SAND WASHER ETC

2. [KOBELCO EXCAVATORS TOKYO JAPAN](http://WWW.KOBLECONET.IN)
WWW.KOBLECONET.IN

MANUFACTURER OF EXCAVATORS.

POSITION: SALES EXECUTIVE (GUJARAT)

JOB PROFILE: SALES AND MARKETING

Responsibilities

As a sales executive

- listen to customer requirements and present appropriately to make a sale
- maintain and develop relationships with existing customers in person and via telephone calls and emails
- cold call to arrange meetings with potential customers to prospect for new business
- respond to incoming email and phone enquiries
- act as a contact between a company and its existing and potential markets
- negotiate the terms of an agreement and close sales
- gather market and customer information
- challenge any objections with a view to getting the customer to buy
- advise on forthcoming product developments and discuss special promotions
- create detailed proposal documents, often as part of a formal bidding process which is largely dictated by the prospective customer
- check the quantities of goods on display and in stock
- make accurate, rapid cost calculations and providing customers with quotations.
- negotiate on price, costs, delivery and specifications with buyers and managers
- liaise with suppliers to check the progress of existing orders
- record sales and order information and sending copies to the sales office, or entering figures into a computer system
- represent the company at trade exhibitions, events and demonstrations
- feed future buying trends back to employers
- review your own sales performance, aiming to meet or exceed targets
- attend team meetings and share best practice with colleagues.

SALARY: 25000 + INCENTIVES

COMPANY NAME : MEWAR HI-TECH ENGINEERING PVT LTD. UDAIPUR RAJASTHAN INDIA

(JAN 2014 TO OCT 2018)

WWW.KINGSONCRUSHER.COM

ABOUT COMPANY : MANUFACTURER OF CRUSHER,STONE CRUSHER,MOBILE CRUSHER,ROCK CRUSHER,JAW CRUSHER,CONE CRUSHER ,VIBRATING SCREEN,SAND MAKING MACHINE ,SAND WASHER ETC

POSITION: SALES AND MARKETING

JOB PROFILE: AUTHORISED SELLER OF MACHINERY IN INDIA AND INTERNATIONAL MARKET

SALARY: COMMISSION BASIS

COMPANY NAME :QUALITY ENGINEERS AND GOVERNMENT CONTRACTORS, KALYAN MUMBAI

(NOV 2009 TO JUNE 2013)

ABOUT COMPANY : TO DO CENTRAL RAILWAYS ELECTRICAL WIRE, TRACKS REPAIRING, MAINTENANCE WORK.

POSITION: PROJECT ENGINEER (PUNE)

JOB PROFILE : TO MAINTAIN UTMOST SECRECY IN RESPECT OF ACCOUNTS DOCUMENTS, COMMERCIAL OFFER, DESIGN DOCUMENTS, PROJECT COST & ESTIMATION, TECHNOLOGY, SOFTWARE PACKAGE LICENCE, COMPANY'S POLICIES, COMPANYS PATTERENS & TRADE MARK AND COMPANYS HUMAN ASSET.

SALARY : 20,000/MONTH

COMPANY NAME :ION EXCHANGE INDIA LTD HYDERABAD

(OCT 2008 TO SEP 2009)

ABOUT COMPANY : TOTAL WATER TREATMENT,ZERO WATER SOLUTION,REVERSE OSMOSIS SYSTEM PLANT CHEMICAL BINDER

POSITION: SALES ENGINEER (MORBI) **JOB PROFILE**: SAILING OF CHEMICAL BINDER IN ALL CERAMIC COMPANY at MORBI in GUJARAT INDIA.TO DOMARKETING PLUS TECHNICAL SUPPORT AND TO ACHIEVE MONTHLY GOAL. TO SUBMIT DAILY REPORT TO MANAGER. **SALARY** : 10,000/MONTH

EDUCATION DETAILS

STREAM	PERCENTAGE	YEAR	UNIVERSITY
B.E MECHANICAL	61	2007	NORTH MAHARASHTRA UNIVERSITY,JALGAON
T.E	51.57	2006	;
S.E	50.00	2005	;
F.E	51.12	2003	;
H.S.C	67.07	2000	GUJARAT BOARD
S.S.C	65.71	1997	;

STRENGTHS

TEAM WORK, COMMITMENT & DEDICATION, PR
EXECUTOR, DESIRE TO GROW
HARD WORKING, QUICK AT LEARNING,SINCERE,SELF MOTIVATE

OTHER DETAILS

DATE OF BIRTH: 13 JAN 1982

MARITAL STATUS:MARRIED

PASSPORT: YES

HOBBIES: WRITING, READING, CRICKET, TRAVELLING

LANGUAGES KNOWN:GUJARATI, HINDIAND ENGLISH

COMPUTER PROFIENCY:MS OFFICE 2007, INTERNET, EMAIL, DIGITAL MARKETING

DATE –

THANKS

MUKESH SHETRANIYA