



Shiv Kumar Panchal

Area Sales Manager

PROFILE SUMMARY

With over 9 years of experience in direct sales, project sales, channel sales, and retail segment within the telecom sector, construction chemicals, tire industry, and insurance, I bring a diverse skill set to the table. Currently employed at Fairmate Chemical Pvt Ltd, a leading provider of construction chemicals for both project and retail markets, I have honed my expertise in driving sales and delivering exceptional results. My background encompasses a strong understanding of industry-specific dynamics and a proven track record of exceeding targets. I am committed to driving business growth and exceeding client expectations through strategic sales efforts.

EDUCATION

2012 B.Com
CMJ UNIVERSITY

WORK EXPERIENCE

- Nov 2023 - Present

Area Sales Manager

Fairmate Chemical Pvt Ltd

Retail Sales, Project Sales, Business Development .
- Dec 2022 - Nov 2023

Sales and Service Manager

Fleeca India pvt Ltd

Sales and Service Manager Saas, inspection service, Enroute Service and provide Cost per km Service
Increasing sales/revenue growth along with managing administrative, technical, and financial tasks.
- Jan 2018 - Dec 2022

Area Manager Sales

S.K.ENTERPRISES

Project, Retail and Channel Sales
- Jun 2014 - Dec 2017

Sales Manager

Future Generali life insurance

Recruit, manage & motivate sales teams
- Dec 2010 - Apr 2014

ASSISTANT SALES MANEGER

Sistema Shyam Tele Ser.ltd

Recruit, manage & motivate sales teams .

PERSONAL INFORMATION

- Email

shiv.panchal10@gmail.com
- Mobile

(+91) 9212620440
- Total work experience

9 Years 0 Month

KEY SKILLS

- Construction Chemicals
- Construction
- Project Sales
- Prepaid Sales
- Telecom Marketing
- Postpaid Sales
- Telecom Sales
- FMCG Sales
- Channel Sales Management
- Distribution Channel Sales
- Retail Channel Sales
- Channel sales
- Direct sales mkt.
- corporate sales

OTHER PERSONAL DETAILS

City Gurugram

Country INDIA

LANGUAGES

- ENG;ISH
- HINDI
- English