



# 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.

## 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

## 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 .

**City** Gurugram

**Country** INDIA

## LANGUAGES

- ENG;ISH
- HINDI
- English