

DHAVAL DADHANIA

E-Mail : dhavaldadhania09@gmail.com

Mobile: +91-8866443043

My objective is to work in secure managerial position and where I can utilize my skills, knowledge, and abilities to contribute positively towards my personal growth as well as growth of the organization.

SUMMARY

- M.B.A. (Marketing) with more than 8 years of experience in marketing & sales.
- Focused & goal driven with strong work ethics, continuously striving for improvement coupled with commitment to offer quality work.
- Adaptable and a quick learner with skills to work under pressure.
- Possesses strong negotiation, communication & presentation skills.

KNOWLEDGE PURVIEW

Sales & Marketing	Leadership	Promotion & Distribution
Team Management	Supply chain management	Key Account Management
Customer relationship management	Customer Retention	Knowledge of different industry

WORK EXPERIENCE

- ❖ Continue as “Assistant Manager” of Gujarat region in “StockHolding DMS Ltd” From October 2018 at Ahmedabad.

Responsibilities:

- Meeting in higher management of different companies for presenting products & services.
- B2B meeting in various sectors companies like Pvt. Ltd & Ltd companies, PSU, GOVT, Banks, Financial institute act...
- Identify potential customer & Understanding requirement of companies.
- Generating revenue for the company by achieving the given targets.
- Access local market conditions for identify current and prospective sales opportunities.
- Handling training, sales & marketing activities assigned by the company.
- Managing Client relationship through various mediums and periodic meeting to achieve our continuous improvement methodology.
- Managing Gujarat region responsibility & team.

- ❖ Worked as “Regional Manager” of Gujarat region in Remunance System Pvt. Ltd. From February 2016 to October 2018 at Ahmedabad.

Responsibilities:

- Meeting with Hr & General manager in different companies for presenting services.
- Understanding requirement of companies.
- Coordination & presentation in company management.

- ❖ Worked as a Unit manager in “NJ India Realty Pvt.Ltd” for the Ahmedabad region From February 2014 to Feb 2016.

Responsibilities:

- NJ group have advisors network in all over India so here I handled advisor network in Ahmedabad and north Gujarat for purpose of realty business.
- Daily Meeting with different advisors and discussion about client status.
- Presentation of project information to clients.
- Project site visit with advisor & clients.

- ❖ Worked as a Export Manager From june 2012 to May 2013 in Akbari international. Rajkot,
 - Here I handled work related International marketing & documentation work related export & Import.

EDUCATION

- PG in (Import& Export) From “MS University” Baroda in 2012 with 66.00%.
- M.B.A. (Marketing) from “Nis Sparta Reliance Academy”- Baroda, in 2012 with 62.00 %.
- B.B.A. (Marketing) from ‘Somlalit Institute Of Business Management’ -Ahmedabad Gujarat University in 2010.
- 12th from Gujarat Secondary and Higher Secondary Education Board in 2006 with 80.00%.
- 10th from Gujarat Secondary and Higher Secondary Education Board in 2004 with 64.00%.

PERSONAL DETAILS

Date of Birth: 27th April 1989

Languages known: English, Hindi Gujarati,

Marital Status: Married

Address: Madhuram flora, Near to Vaishnodevi circle, Ahmedabad

Location Preference: Ahmedabad

Declaration:

I hereby declare that all the above-mentioned information is true to the best of my knowledge.

Date:

DHAVAL DADHANIA