

NISARG Vora

Mobile: +91-8866123302

E-Mail: ernisarg21@gmail.com

Location: Ahmedabad, Gujarat, INDIA



PERSONAL DETAILS

Date of Birth: July 21, 1991

Languages Known: Gujarati, Hindi & English

Marital Status: Married

EDUCATION

Diploma In Automobile Engineering, 2010

CAREER OBJECTIVE

A Competent professional with experience in delivering desired output; aiming assignments in operational excellence with trustworthy, reliable & high reputed organization.

PROFILE SUMMARY

- A versatile, accomplished, goal-oriented, result driven & competent professional with around 10 years of experience in Sales & Marketing, Business Development, Product Development, Sub-Dealer Networking & Supplier Management.
- Expertise in implementing strategies to deliver desired output.
- Excellent track record in Customer development from scratch to turning around.
- Rich experience in Customer Mapping and converting non-ordering customer into valued potential customer.
- A strategist & implementer with recognized skills in spreading business.
- Multifold and diverse Product knowledge along with techno-commercial competence.
- Defined & structured working pattern for ensuring smooth workflow.
- Proven negotiation skills in managing tough & cost centric customers and stream-out good business.
- An emphatic communicator with effective alliance management skills with the caliber to relate with people at any scale of business and management across the globe.

CORE COMPETENCIES

- Managing Key Accounts
- Business Development
- Sales & Marketing
- Customer Retention & Development
- Strategic Planning & Leadership
- Customer Engagement; Private & Govt.
- Negotiating & Decisive Skills

WORK EXPERIANCE

Since Dec'10 with Kalp Tools And Industrial Solutions LLP (formerly known As Kalp Techno Vision) as Manager – Sales, Application, Business Development & Project

- Leading & Managing overall field / back-office operations from initial to final execution with a view to ensure timely accomplishment of efficient goals.
- Identifying scope of planning, implementing & monitoring challenges of sales team, back-office team & sub-dealer network to enhance overall sales efficiency.
- Generation of business within existing customer & new customers.
- Extending reach to each and every department of an individual customer.
- Working closely with Project customer for maximum business growth.
- Product promotion planning & performing display program with various range of products at customer end to spread the awareness about Company, Brand & Product.
- Conducting regular sales meeting for reviewing sales achievement, forecast & difficulties on Monthly basis.
- Mapping & Forecasting of Customer & Products for easy planning & effective field-work
- Tracking of entire process along with assistance, starting from Product introduction, demo/trial, trial report, analysis, CPC workout, negotiation, ensuring timely delivery and receipt of payment.
- Troubleshooting of administrative, technical, commercial, logistic & payment issues.
- Managing of Key account, having good and strong hold with multiple technical & commercial decision maker in different departments, with support of large range of MRO products.
- Integration of supply in key account
- Identification of new projects (customers) & new development in existing customers.
- Mentoring, motivating & monitoring performance of team members to ensure efficiency in process & executions.

PRODUCT STRENGTH

- Hand Tools, Power Tools & Abrasives
- Cutting Tools, Work Holding & Tool Holding
- Workshop Equipments & Storage Solutions
- Measuring & Test Instruments / Equipments
- PPEs & Fall Arresting System
- MRO & Integrated Supplies

CUSTOMER REACH

- Aerospace & Defence
- Automotive & Pharmaceutical
- Construction & Govt. Organizations
- FMCG & Home Appliances
- Government Organizations
- Injection Moulding
- Oil & Gas
- Textile
- Other OEMs

SOFTWARE SKILLS

- Microsoft Excel, Word, PowerPoint
- Tally ERP