**KRUNALSINH N. SOLANKI**

**Panjrolia Street**

**Dharampur-396050**

**Dist :- Valsad (Gujarat)**

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***OBJECTIVE***

***To Obtain a Management Position through which I can contribute and further develop my advanced analytical, communication, Sales & Marketing, leadership and management abilities and skills.***

***EDUCATION***

***Bachelor of Commerce April-2005***

The Veer Narmad South Gujarat University. II Class

Surat, Gujarat.

**H.S.C.(Commerce) March-2001**

The Gujarat State Higher Secondary Board. I Class

Gandhinagar,Gujarat.

**S.S.C.(English) March -1999**

The Gujarat State Secondary Board. I Class

Gandhinagar,Gujarat.

***WORKING EXPERIENCE***

* **Company Name :- Blue Express Courier & Cargo Pvt. Ltd.**

***Designation: -*** *Channel Service Manager (Lost job due to Company did Fraud)*

***Working Tenure: -*** *July-2014 to Nov-2014*

***Job Summary:-***

* To set up Franchisees,Booking Counters.
* To liaison with corporate,government offices, individuals for business growth.
* To generate good business and revenues for the company.
* To look after Franchisees,Booking Counters and motivate them for business
* **Company Name :- Water And Sanitation Management Organisation (Government of Gujarat)**

***Designation :-*** *Deputy Manager (F&A) (lost job due to contract ended)*

***Working Tenure :-*** *July-2009 to May-2014*

***Job Summary:-***

* Account Book Keeping,Ledger scrutiniy.
* To Execute Project Plan & Development Strategies.
* TDS,Income Tax,Professional Tax related work.
* MIS,Budget Formation,
* Ensuring the Project plans are implemented as per the plan.
* Internal,Statutary Audit, Account General of India Audit.
* To handle and manage the team of Village level committees.
* Fund Management,Bank Reconciliation.
* Liasioning with United Nations,UNICEF,Central & State Government Departments.
* **Company Name :- Shree Vardayini Agro Tech Pvt.Ltd.**

***Designation :-*** *Area Sales Manager.(Part Time Job)*

***Working Tenure :-*** *January-2010 to June-2014.*

***Job Summary:-***

* Identifies marketing needs at District level and communicates the same to District Sales Managers & Marketing at Head Office.
* Executes the marketing strategies communicated by Marketing at Head Office.
* Defining Visual Merchandising needs.
* Informs the Visual Merchandiser about the campaigns, well in time and gets the Dealers ready for it in terms of the Displays, Signage’s and Posters both in & out of the store.
* Developing Customer Loyalty Programmes and ensures smooth functioning of the same.
* Analyzes customer data and reports.
* Conducts market surveys, customer surveys.
* Maintains good relationships with different distributers so as to strike the best deals with them.
* Responsible for creating the annual marketing budget and following-up on the same on a monthly basis.
* Ensuring the marketing plans is implemented as per the plan.
* Formalize marketing strategy for new dealers openings.
* Responsible for sales, shrinkage control and customer service.
* **Company Name :- Shree Vardayini Agro Tech Pvt.Ltd.**

***Designation :-*** *Sales Manager.(Part Time Job)*

***Working Tenure :-*** *July-2009 to December-2009.*

***Job Summary:-***

* Creating marketing plans based on the surveys and researches conducted.
* Keeping track of distribution.
* Complete coordination between the Distributers,Dealers and the Area Sales manager.
* Build and strengthen relationships with Key Accounts, and Key Opinion Leaders and provide them with complete product/service support.
* Ensuring maintenance of excellent relations with clients.
* Ensuring the speedy resolution of client queries & grievances to maximize satisfaction levels.
* Assessing requirements & conducting negotiations for delivering products/services to Key Clients.
* Maintaining excellent relations with clients to generate avenues for further business.
* Strategy Planning, Systems Implementation, Budgeting.
* Monitor competitor activities and devise effective counter measures.
* Identify, qualify and pursue business opportunities through market surveys and mapping as per targeted plans as well as through lead generation.
* **Company Name :- India Infoline Pvt.Ltd.**

***Designation :-*** *Relationship Manager.*

***Working Tenure :-*** *March-2007 to June-2009.*

***Job Summary:-***

* Acquisation of client for Multiple Financial Products(Demat, MF, Equity, Insurance)
* Dealing with existing clients.
* Prepreation and execution of financial planning
* Regular portfolio review of client.
* providing advisory services into various instruments like insurance & Mutual Fund
* Generating the revenue primarily through Financial products and brokerage
* **Company Name :- India Infoline Pvt.Ltd.**

***Designation :-*** *Assistant Relationship Manager.*

***Working Tenure: -*** *December-2005 to February-2007.*

***Job Summary:-***

* Acquisation of client for Multiple Financial Products(Demat, MF, Equity, Insurance)
* Dealing with existing clients.
* Prepreation and execution of financial planning
* Regular portfolio review of client.
* providing advisory services into various instruments like insurance & Mutual Fund
* Generating the revenue primarily through Financial products and Brokerage.

**AREAS OF EXPERTISE**

* ***Business Development:***
* Formulating strategies / policies and reaching out to the unexplored market segments/customer groups for business expansion.
* Organising promotional campaigns; focussing on brand establishment & market penetration by organising seminars, demonstrations and advertisement campaigns.
* Focussing on product visibility to channel partners thereby increasing sales of entire product range.
* ***Sales & Marketing:***
* Managing sales & marketing operations and ensuring accomplishment of set business targets.
* Overseeing the preparation of MIS on a periodical basis and providing information about the progress to the top management.
* Analysing latest marketing trends, tracking competitors' activities and providing valuable inputs for fine tuning sales & marketing strategies.
* ***Client Relationship Management:***
* Recognising and building ties with prospective clients, generating business from the existing accounts and achieving profitability and increased sales growth.
* Providing high quality service to the customers for business retention and growth.
* Interfacing with clients for suggesting the most viable product range and cultivating relations with them for securing repeat business.
* ***Team Management:***
* Leading, training & monitoring the team members for ensuring efficiency in service operations and meeting of individual & group targets.
* Conducting meetings for setting up sales objectives and designing / streamlining processes to ensure smooth functioning of sales operations.
* Creating and sustaining a dynamic environment that fosters development opportunities and motivates high performance amongst team members.

### COMPUTER SKILLS:

* OS : Dos, Windows,ERP.
* Package: MS Office, Ms Word, Power Point, Excel.
* Internet Searching.

**EXTRA CURRICULAR ACTIVITIES:**

* I Study M.B.A.(Marketing) Distance learning from Indian Institute of Commerce and Trade,Lucknow.
* Learn French.

**PERSONAL DETAILS:**

* Date of Birth: - 26, October, 1983.
* Languages Known :- Gujarati,Hindi,English.
* Hobby :- Travelling,Bike Racing,Reading.