

NIRAV PATEL

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SALES & MARKETING PROFESSIONAL • PRODUCTION ENGINEER

PROFESSIONAL SYNOPSIS

- ☞ Competent & resourceful Business Management professional with **6+ years of demonstrated success** with excellent understanding of business dynamics.
- ☞ Presently associated as **Marketing Executive** with **INDOTEX EQUIPMENTS** since April, 2020.
- ☞ Proven track record of achieving targets, leading and motivating sales force, achieving the width of Industries, conducting displays, building volumes and implementing marketing and sales promotion strategies.
- ☞ Demonstrated excellence in independently handling and driving Sales Operations in the assigned geography.
- ☞ Proficient in
 - Diagnosing/analyzing technical & commercial scenarios and proposing solutions
 - Dealing / negotiating with Sr Management, influence Key Influencers
 - Customer Life Cycle Management
 - Credit Control & efficient Receivables Management.
 - Launching products & building Counter Shares
- ☞ Experience in Client Relationship Management to ensure long-term business partnership
- ☞ Proven ability to extract the best out of existing resources to win desired operational results.
- ☞ Versatile and multi-skilled with ability to manage multiple responsibilities simultaneously; An effective communicator with strong analytical, problem solving & organizational skills.
- ☞ Expert in Professional Presentation Skills and got opportunity of making independent In-House Technical Seminar at Client Site.
- ☞ An experienced self-starter and team manager with keen attention to organization needs and details.
- ☞ **At AEGIS Engineering Co. Pvt. Ltd.,** I have visited CIB, Olam (South Africa) for Commissioning and Erection of Fuel Handling System.

MANAGEMENT SKILLS

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|---|--------------------------------|
| ✓ Analytical & Logical Thinking | ✓ Team Management. |
| ✓ Conflict Resolution & Management Skills | ✓ Time Driven Delivery Ability |
| ✓ Good Communication & Interpersonal Skills | ✓ Negotiation Skills |

CORE COMPETENCIES

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|--------------------------------|------------------------------------|
| ● Sales & Marketing | ● Market Planning & Analysis |
| ● Business Development | ● Marketing Operations |
| ● Mechanical Design | ● Maintenance and Service |
| ● Sales Planning & Forecasting | ● Negotiation Skills |
| ● Strategic Sales | ● Customer Relationship Management |
| ● Key Account Management | ● Liaisoning & Coordination |

PROFICIENCY MATRIX

Sales & Marketing

- Identifying new & unexplored segments for business as part of market development effort
- Prospect, identify & acquire new clients to cover unrepresented geographies to increase business & market share
- Organizing promotional activities / make presentations to build prospect base for achieving market reach and penetration
- Creating initiatives, designing schemes, planning of merchandising and execution of these marketing events for increasing sales
- Devising pre & post marketing activities for successful penetration into new territories

Business Development/ Strategic Planning

- Driving sales initiatives & achieving budgeted targets, To explore innovative methods in identifying new segments for business

- Planning, formulating, scheduling & implementing long term/short term strategic plans to enhance business operations and to achieve the pre set goals within time adhering to quality & cost parameters
- Identifying, developing & implementing new initiatives for monitoring sales and maintaining relationships with Institutional & CBS clients to achieve sales targets
- Analyzing & reviewing the market response/ requirements and communicating the same to the product marketing teams

Relationship Management

- Identifying and networking with prospective to generate additional business.
- Studying, Assessing & Identifying purchase patterns of clients / customers in existing and new territories in cluster geographies
- Foster relationships with existing clients for repeat / referral business

PROFESSIONAL EXPERIENCE

INDOTEX EQUIPMENTS as Marketing Executive with since April, 2020.

Job Profile:

- Responsible for Sales & Marketing in allotted territory by acquiring New Industrial End User Clients, CBS and Project Consultants.
- Responsible to generate lead for energy audit, conducting detailed energy audit and submit pump replacement recommendation/ pipeline/ installation type and technical inputs in client existing pumping system along with authentic sign and stamped report with commitment of power saving in terms of KW/ INR and respective payback for client.
- Identify New Projects and acquire them to increase the market presence and achieve the business targets.
- Sales of All types of Centrifugal pumps in Industry.
- We provide in-house training to the new customers on site.
- Product Presentation and Group Presentation on regular basis.
- Quantitative Analysis of targets & formulate strategies to achieve the same.
- Responsible for Online & off-line tender submission and preparation of all documents.

NEOPLAST Engineering Pvt. Ltd., Ahmedabad as Production Engineer from Feb, 2017 to March, 2020

Job Profile:

- Taking care of entire Production & Planning process.
- Coordination with the quality, design, purchase and planning dept. related to shortage of material, defect in the case of drawings, Correction in Bill of Material etc.
- Taking Care of quality while fabrication and assembly of the production at every stage of manufacturing to match zero defect concept.
- Coordinate with service department in requirement of spares or assembly level for guide the same.
- Taking care for new development of products and coordinate with Research & Development Department for the same.
- Specially taking care of paint unit for better aesthetic look for the products.
- Evaluating manufacturing cost, man power cost, quality cost for the product.
- Worked on following projects during my job tenure:
 - Astral Pipe, Santej
 - Kriti Pipe, Indore
 - Amul Federation, Ghandhinagar
 - Captain pipe, Kurnool
 - Texmo Pipe, Bhurhanpure, Madhya Pradesh
 - Manish packaging, Surat
 - Sentini Flow Pipe, Nallore, Andhra Pradesh
 - Sudhakar Pipe, Guddur, Andhra Pradesh
 - Aeron Pipe, Surat
 - Chemfab Alkali Ltd, Chennai
 - Rasayani hil, Mumbai
 - Resinova, Santej
 - Bothara pipe, Ahmednagar, Nasik
 - Gaurav Agro, Ahmednagar, Nasik
 - Duke Pipe, Palanpur, Mehasana
 - Khothari Agritech Pipe, Kukarwad, Mehasana

AEGIS ENGINEERING CO PVT. LTD., Ahmedabad as Production and Site Engineer from April, 2014 to Feb, 2017

Job Profile:

- Taking care of production, planning and site operation.
- Involved in Monthly DPR along with 6 monthly plans to be released based on release of BPFC by sales
- Planned acknowledgement to customers against schedule received
- Responsible for providing data for monthly Production Plan Meeting
- Assessed actual shipping window performance
- Followed-up & evaluated progress of actual production against plan
- Worked on following projects during my job tenure:
 - Banas Dairy, Palanpur.
 - Adani Wilmar, Kadi.
 - Wagbakri Tea, Dholaka.
 - GIRS, Mehsana.
 - Astral Pipe, Santej.
 - Shilp Greviyors, Santej.
 - Garden Denver, Changodar.
 - Claris Utsuka, Changodar.
 - TBA, Vadodara.
 - D'decore, Boiser.
 - IFB Agro, Kolkata.
 - Thermax Ltd, Pune.
 - Century Inka, Pune.

ACADEMIC QUALIFICATIONS

- **Bachelor of Engineering** in Mechanical from Gujarat Technical University in 2013
- **Intermediate (10+2)** from GSEB, Gujarat in 2009
- **Matriculation** from GSEB, Gujarat in 2007

IT Skills & Proficiency: Windows OS, M.S. Office, ERP, SAP

PROJECTS & TRAINING

- **Ingersoll Rand, Ahmedabad** on subject of Implementing Vacuum Pump for 4 months in 2012
- **R.S. Engineering** on subject of Working Model On Shaftless Screw Conveyor for 3 months in 2012

PERSONAL DOSSIER

Date of Birth	: 19 th August, 1991
Address	: A/2, Sharthak Bungalows, Nr. Payalnagar Garden, Naroda, Ahmedabad- 382330
Marital Status	: Single
Languages known	: English, Hindi & Gujarati
Hobbies	: Travelling, Reading, Internet Surfing

References and verifying documentation furnished upon request.