

To,

HR Manager,

SUB: An Application for the post Assistant Manager / Deputy Manager

Dear Sir,

As per above subjected post, I would like to apply for the same.

Presently I am working as a Assistant Manager at **Kirloskar Brothers Ltd** at Ahmedabad. I am enclosing a copy of my latest CV for your kind reference. AS will be seen from CV, I fulfill all the qualification prescribed for the position. I have successfully carried out various assignments, which was advantageous to my company.

I have pleasant disposition and able to easily inter merge and work with new colleagues. A flair for meeting people and facing challenges are a couple of many qualities I can offer. Should I be given an opportunity to prove my metal, I will spare no pains to discharge the duties entrusted to me the best of my capabilities and thus merit your choice. Thanking you in anticipation and hoping to hear from you.

Yours Faithfully,

Nirav Thakkar
M-8735067689

Career Objective:

To implement my skills and knowledge for the development of organization and to play a vital role in its growth.

Educational Qualification:

Course	Institute	Grade
PGDCM	IGNOU	CLASS B
BE Mechanical	Govt Engg College, Dahod	Second class
HSC	GHSEB	Second Class
SSC	GSEB	First Class

Training & Projects:

- C Doctore & co ltd, Vatva GIDC, Ahmedabad -(10 Days)
 - ☐ Studied about blower.
 - ☐ Assembly of Heat exchanger.
- ☐ I have done the Project in Pnumetic Vice in 8th Semester.

Achievements during college time:

- ★ Got 2nd rank in ROBOTICS event at L.D. Engg. College

Employment History:

1)Presently I am working at Kirloskar Brothers Ltd as a Assistant Manager at Ahmedabad.

Duration : From Oct 2013 to Present.

Company Profile:

Kirloskar Brothers Ltd is a leading enterprise engaged in the marketing as a full range of all types of pumps for Cooling Tower application – HSC & End suction pumps, Process application pumps – End suction pumps & Canned motor pumps with all suitable MOC as per applications, High pressure pumps – Multi stage pumps up to 70 Kg pressure & also High temperature pumps, Vertical turbine pumps, Concrete volute pumps & domestic pumps. Kirloskar Group is 100 years old & established in 1888 aspire to be the one point solution to all requirements of various types of pumps, Hydro turbines, Valves in KBL & Kirloskar Pneumatic company, Kirloskar-Toyota group, Kirloskar Corrocoating Pvt Ltd & many others.

Here, I am representative Industry division in Kirloskar Brothers Ltd.

Self-Working Profile:

- ⤴ Handling all key customer include end user, consultants & OEM of Gujarat region like – UPL Ltd, Birla cellulose, Birla copper, MFL, Transpek silox Ltd, GACL Ltd, GHCL, Quanta process, Dandekar HVAC System.
- ⤴ Handling small & medium scale industries through dealers.
- ⤴ Working in SAP system

Key Responsibilities:

- ⤴ Introduced customer about full basket of Kirloskar pumps with innovation products.
- ⤴ Handle all the dealers with provide training to their engineers
- ⤴ Introduced customer with Kirloskar Valves & Energy audit.
- ⤴ Convince Consumers with technical approach.
- ⤴ Make good relationships with key end user customer & also consultants.

Major achievement:

- ⤴ First LLC pump sold by me in Gujarat with considering all sector in KBL.
- ⤴ Sold first canned motor pump in Gujarat from all over India by me.
- ⤴ Received order in specialize MOC from Birla cellulose – Hastelloy & Alloy 20

2)I have worked in Jay Pumps Pvt Ltd as a Marketing Engineer at Ahmedabad.

Duration : From August 2012 to September 2013.

Company Profile:

Jay Pumps is a leading enterprise engaged in the marketing and distribution of Grundfos & Weir Minerals make Industrial equipment. Established in 1988, aspire to be the one point solution to all requirements of various types of pumps, heat water system, Industrial RO and other water distribution systems.

Here, I am representative weir minerals India Pvt Ltd

Key Responsibilities:

- ⤴ Introduced customer about our new product weir minerals equipment
- ⤴ Introduced customer about how our slurry pumps are better than others.
- ⤴ Collecting inquiries from customer & give suitable offer for the same
- ⤴ Convince Consumers with specialize MOC in slurry pumps.
- ⤴ Make good relationships with all the customers.

3)I have worked as a Marketing Engineer at **Parikh Sales** at Ahmedabad.

Duration: From Jan 2011 to Jul 2012.

Company Profile:

Parikh Sales is a leading enterprise engaged in the marketing and distribution of Industrial Pumps. Established in 1983, aspire to be the one point solution to all requirements of various types of pumps, skids and systems.

Key Responsibilities:

- ⤴ Collecting customers inquiries.
- ⤴ Good problem-solving and a creative approach for new ideas.
- ⤴ Convince Consumers by good communication.
- ⤴ Managing relationships with key clients

Core Competencies:

Sales and Marketing

⇔ Developing & executing effective marketing plans to assure achievement of agreed-to volume, market share and profit objectives.

Kay Account Management

⇔ Ensuring customer satisfaction by achieving OTIF i.e. on time in full.
⇔ Maintaining cordial relations with customers to sustain the profitability of the business & providing value added customer services by attending customer queries and issues.

Personal Details:

Name	Nirav Thakkar
DOB	21 th August, 1988
Gender	Male
Marital Status	Married
Languages Known	English, Hindi, Gujarati
Address	42, Prerana Park – Part 4, Vatva Road, Isanpur, Ahmedabad.