

+91 7600010061
zlk.rvl@gmail.com
<https://www.linkedin.com/in/zalak-raval-892bb640/>

Zalak Raval

Summary

A salesperson having total 10+ years of experience in sales and marketing, business development, new product sale, channel, and team management

Skill Highlights

- Market Expansion
- Strong decision maker
- Complex problem solver
- Customer Retainsion
- Innovative Idea
- Service-focused

Experience

Area Sales Manager – July 2017 to Present

Mirka India Pvt Ltd, Ahmedabad

- Handling Chanel sales for Abrasive Products, Tools and Polishing products for Gujarat
- Responsible for Industrial, WOOD and OEM sales
- Responsible for Direct sales for MSIL, Renault and TATA for refinish process
- Responsible for giving Training for surface preparation solution

Achievement

- 105% Target achievement for year 2017,2018,2019 and 2021
- Handled Madhya Pradesh and Gujarat from 2017 to 2019
- Have been in Jury for National Skill competition of MISL and TATA for year 2018,2019
- Highest sale new product sale for Year 2018, 2021 in India
- New customer expansion in East Gujarat, North Gujarat and South Gujarat
- New dealer expansion in Saurashtra, North Gujarat and East Gujarat
- New OEM Wins Hero Motorcop

Sr. Sales Officer – April-2013 to June-2017

PPG Asian Paints Pvt Ltd, Ahmedabad

- Responsible for Chanel sales for Auto Paints in Ahmedabad, Central and North Gujarat
- Responsible for Bodyshops and CT sales for Paint Supply and service
- Was Handling 27 Direct dealers and 9 Sub-dealers for Retail sales
- Responsible to do sale and service support to TATA Motors, Ford Motors, Bus coach builder of Ashoklayland and TATA Motors, Taxpin bearings, Tirth agro for their project
- Responsible for total 28cr p.a. business value

Achievement

- Highest Growth achieved all among the Gujarat in 2014, 106% of Target achievement 30% Growth over Base of 2013
- Achieved 105% of annual target for year 2014, 2015 and 2016
- Expand the market network in Ahmedabad city with addition of 13 new dealers
- Won national champ award for New Product sales for year 2016
- Got award for Skill contest winner for the year 2016

Market Development Incharge- Jan 2012 To March 2013

Pidilite Industries Ltd, Ahmedabad

- Responsible for Promotion Activity for Fevicryl Hobby Idea Brand
- Geographical Area: Gujarat State; 73 Distributers, 8452 Outlets, 13 TSIs
- Identification of New Market in Professional Segment
- Competition Activity Tracking and Applying company Strategy for New Products
- Promote the products to the Handicraft segment people

Achievements

- Identify new market for Fevicryl Hobby idea Fabric Glue in Surat, Ahmedabad and Baroda
- Did market survey for t water base adhesive for imitation jewelers for Rajkot
- Bring sale of Fabric Glue from 3lac PM to 150lac P.M.

Officer Sale- Jun 2010-Dec 2011

Pidilite Industries Ltd, Ahmedabad

- Responsible for Primary and Secondary sales for CP-ASF Division
- Geographical area: Gandhinagar HQ Town ;Total 9 Distributers, 13 Towns and 536 Stationery outlets
- Giving Market and Product training to the ISR (Off role Sales man)
- Responsible for School Promotion for Art product

Achievements

- Received highest 25% Growth cumulative in Branch in the First Quarte of 2011
- Not a Single Distributer are terminated due to Company police
- Done highest sale of Colstar Brand Through School Recommendation in year 2010-2011

Education

Master of Business Administration: **Marketing Specialization** - 2008-2010
V.M.Patel Institute of management Ganpat University,Gujarat
Score : 59.11%

Bachelor's degree: **Commerce** 2005-2008
C.C.Sheth College of Commerce, Gujarat University, Ahmedabad
Score: 60.11%

HSC from GSHEB : **Commerce**- Apr 2005
Navyug Vidhyala, Ahmedabad
Score: 79%

SSC from GSEB :**10th State Board**-April 2002
Navyug Vidhyala, Ahmedabad
Score: 75%

Certifications

- Having a Certificate OF Skill By “Director Of Employment & Training Gandhinagar” for working skill in Data Entry Operator
- Having a Certificate OF Skill By “Director Of Employment & Training Gandhinagar” for working skill in Financial Accounting System

Personal Detail

Birthdate : 10th April 1988

Marital status: Married

Address:

“Ishan” Plot No: 4, Indradhanush-1 Bungalows, B/h
Swaminarayandham, Dholeswar Mahadev Road,
Gandhinagar-Airport Highway, Gandhinagar-382 007,
Gujarat